Automotive News®

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1985 MARKET DATA BOOK

SALES/REGISTRATIONS

PRODUCTION

OPTIONS/EQUIPMENT

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DEALERS

SUPPLIERS

DIRECTORIES

PRICES

PRODUCTS/SPECIFICATIONS

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1985 MARKET DATA BOOK

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60TH YEAR—NO. 5072

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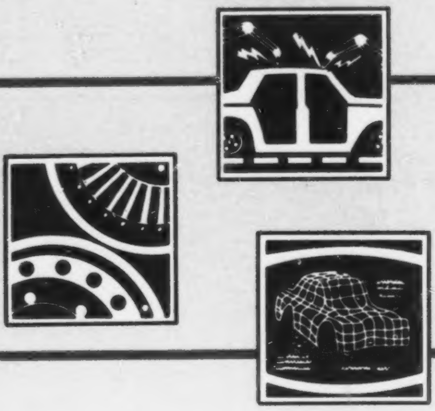


PRODUCTION

Nineteen eighty-four was the third year of rebuilding for the world's vehicle industry, as production in the major vehicle-producing countries rose 4 percent.

The big gains were registered in North America, where combined U.S. and Canadian output rose 16 percent, and in Latin America, where a 15-percent gain was reported. Smaller gains were made in Eastern Europe (2 percent) and Asia/Oceana (4 percent).

Western Europe was the only region to decline (4 percent). Four of Europe's five biggest auto making nations were the only major countries in the world to reduce vehicle output: France, Germany, U.K. and Spain.

The year was better, too, for 10 of the world's top vehicle producers; only Fiat and Peugeot SA reduced output. Rankings of the Big 12 stayed the same with the major exception of Chrysler Corp., which jumped from ninth place to seventh.

12 LEADING MOTOR VEHICLES PRODUCERS WORLDWIDE

	1984	1983	1982	1981
General Motors	8,256,000	7,769,000	6,244,000	6,762,000
Ford Motor Co.	5,584,651	4,934,231	4,267,587	4,402,462
Toyota	3,429,249	3,182,614	3,155,784	3,254,942
Nissan	2,481,686	2,462,436	2,557,269	2,811,580
Renault	2,362,300*	2,237,185	1,992,985	1,527,000
Volkswagen	2,148,000	2,060,992	2,039,869	2,196,000
Chrysler Corp.	1,887,473	1,338,972	1,006,245	1,082,500
Peugeot-Citroen	1,634,000	1,737,012	1,616,393	1,585,000
Fiat	1,409,000	1,441,870	1,335,187	1,364,000
Mazda	1,336,100	1,261,350	1,202,583	1,230,000
Honda	1,304,833	1,087,775	1,020,698	1,045,000
Mitsubishi	1,165,500	1,018,403	1,024,243	1,095,000

*—Estimated.

WORLD VEHICLE PRODUCTION SINCE WORLD WAR II, CARS AND TRUCKS

Year	Australia	Brazil	Canada	France	Italy	Japan	Korea	Mexico	Spain	Sweden	UK	U.S.	USSR	W. Germany	World Total
1984	405,084	831,237	1,877,966	3,062,152	1,594,788	11,392,711	238,807	343,698	909,270	403,940	1,106,337	10,924,077	2,136,400	4,001,273	—
1983	368,267	694,061	1,523,324	3,335,862	1,575,151	11,055,711	197,876	285,485	1,288,721	396,697	1,289,111	9,512,781	2,094,000	4,083,055	39,734,719
1982	408,570	860,593	1,270,012	3,148,807	1,453,043	10,731,794	163,484	472,637	1,069,507	349,066	1,156,477	6,876,034	2,172,700	4,062,655	36,112,594
1981	391,614	779,836	1,198,416	3,019,370	1,433,743	11,179,962	133,905	597,118	987,474	313,679	1,184,205	7,981,167	2,197,500	3,897,007	37,230,055
1980	364,109	1,165,207	1,373,054	3,378,433	1,611,856	11,042,884	123,135	490,006	1,181,659	298,400	1,312,904	8,010,374	2,199,200	3,878,553	38,513,635
1979	461,468	1,127,966	1,602,369	3,613,458	1,632,289	9,635,546	204,447	444,426	1,122,918	354,820	1,478,512	11,391,867	2,173,200	4,249,725	41,518,599
1978	384,966	1,062,197	1,805,737	3,507,930	1,656,115	9,269,153	156,418	384,128	1,143,831	305,534	1,607,467	12,830,046	2,150,984	4,186,364	42,299,436
1977	452,592	919,242	1,698,904	3,507,881	1,583,917	8,514,522	83,000	280,813	1,129,700	286,091	1,714,020	12,727,243	2,088,369	4,104,216	40,946,772
1976	456,216	985,469	1,640,912	3,402,715	1,596,677	7,841,447	48,292	324,979	866,240	367,780	1,705,506	11,484,169	2,024,660	3,868,089	38,341,012
1975	456,167	929,805	1,446,330	2,861,305	1,458,629	6,941,591	36,264	360,678	814,164	366,753	1,648,399	8,991,091	1,964,056	3,186,208	32,998,363
1974	489,339	858,479	1,481,595	3,462,847	1,772,515	6,551,840	30,290	350,755	837,414	368,359	1,936,685	10,052,265	1,846,000	3,099,777	34,732,826
1973	454,190	729,135	1,587,500	3,569,179	1,957,994	7,082,757	26,314	285,513	822,020	378,042	2,163,941	12,674,613	1,602,000	3,949,065	39,917,733
1972	466,197	608,985	1,459,695	3,328,320	1,839,793	6,294,438	18,648	229,766	695,217	350,989	2,329,430	11,299,236	1,379,000	3,815,982	35,577,783
1971	470,122	516,038	1,372,328	3,010,294	1,817,019	5,810,774	23,002	210,840	532,358	317,295	2,198,146	10,655,574	1,142,700	3,982,722	33,423,579
1970	473,790	416,047	1,157,476	2,750,086	1,854,252	5,289,157	28,819	192,841	536,026	310,887	2,098,498	8,266,718	916,118	3,842,247	29,403,479
1969	451,917	349,519	1,350,708	2,459,072	1,595,951	4,674,932	30,994	165,164	454,571	271,440	2,182,793	10,181,263	844,300	3,604,567	29,809,527
1968	418,307	278,473	1,169,498	2,075,617	1,663,648	4,085,826	17,657	143,478	393,433	244,786	2,225,122	10,797,851	800,900	3,106,958	28,356,002
1967	366,547	225,418	939,635	2,009,672	1,542,669	3,146,486	6,604	126,365	361,637	214,650	1,937,199	8,996,490	728,800	2,482,319	24,022,706
1966	343,929	224,574	896,119	2,024,552	1,365,898	2,286,399	3,430	113,807	340,418	199,910	2,042,354	10,363,418	675,300	3,050,708	24,851,947
1965	407,569	185,187	852,274	1,641,696	1,175,548	1,875,614	141	96,654	228,935	205,717	2,177,261	11,118,020	634,312	2,976,477	24,266,799
1964	411,750	183,707	668,508	1,615,896	1,090,078	1,702,475	249	90,752	178,128	184,184	2,332,376	9,304,403	603,100	2,909,657	21,727,002
1963	374,058	174,191	631,356	1,736,977	1,180,536	1,283,531	1,254	69,135	131,988	167,850	2,011,720	9,108,305	587,012	2,667,896	20,373,248
1962	329,629	191,194	505,187	1,536,133	946,793	990,706	1,777	66,637	100,163	151,568	1,674,530	8,191,494	577,500	2,356,612	17,999,263
1961	231,651	145,584	386,923	1,244,223	759,140	813,879	—	62,563	75,000	131,755	1,464,134	6,650,282	555,330	2,147,825	15,228,245
1960	326,250	133,041	397,739	1,369,210	644,633	481,551	—	49,807	58,209	128,527	1,810,700	7,901,502	523,591	2,055,149	16,488,340
1959	263,592	96,114	367,939	1,283,159	500,784	262,814	—	51,118	56,800	112,394	1,560,427	6,723,204	494,994	1,718,566	13,916,125
1958	241,324	60,983	356,418	1,127,549	403,560	188,303	—	38,955	31,050	91,179	1,365,407	5,114,807	511,074	1,495,256	11,289,036
1957	213,620	30,542	413,577	927,956	351,815	181,977	—	41,106	30,436	71,654	1,149,095	7,220,431	495,408	1,212,232	12,399,816
1956	204,176	—	471,350	827,079	315,802	111,066	—	39,387	4,500	57,274	1,004,544	6,905,458	464,632	1,075,619	11,675,203
1955	218,004	—	452,114	725,061	268,766	68,932	—	32,275	3,972	50,299	1,237,068	9,204,049	445,268	908,742	13,628,103
1954	200,605	—	352,109	600,040	216,715	70,073	—	33,380	620	44,735	1,037,879	6,536,729	403,873	680,597	10,348,996
1953	159,307	—	486,049	497,348	174,320	49,778	—	35,709	600	29,427	834,275	7,349,123	354,175	490,681	10,436,544
1952	116,293	—	434,102	498,962	138,446	38,966	—	46,987	400	21,233	689,658	5,561,796	307,936	428,383	8,324,023
1951	129,259	—	415,420	445,655	145,533	38,490	—	46,081	308	22,950	733,883	6,757,014	288,683	374,151	9,352,635
1950	126,721	—	387,726	357,552	127,847	31,597	—	21,575	253	17,553	783,677	8,005,859	362,895	306,064	10,577,426
1949	—	—	290,664	285,641	86,054	28,700	—	—	486	11,069	628,196	6,243,834	275,992	163,583	8,044,190
1948	—	—	261,009	198,372	59,953	20,367	—	—	760	9,497	507,608	5,220,755	197,056	61,294	6,564,946
1947	—	—	242,107	137,383	43,736	11,320	—	—	—	9,287	441,284	4,795,587	132,968	23,343	5,853,636
1946	—	—	170,695	96,062	28,983	14,921	—	—	—	7,336	359,634	3,100,820	102,171	30,671	3,913,410

Totals do not add due to double counting of CKD kits and production in other countries. 1984 World Total not yet available.

Sources: Automotive News, MVMA, Automotive Industry Data, Ltd., JAMA

PRODUCTION

WORLD CAR AND TRUCK PRODUCTION BY COUNTRY: 1984 vs. 1983

	Cars		Trucks*		Total	
	1984	1983	1984	1983	1984	1983
North America						
United States	7,777,721	7,112,352	3,146,356	2,400,429	10,924,077	9,512,781
Canada	1,062,183	968,774	815,783	554,550	1,877,966	1,523,324
TOTAL	8,839,904	8,081,126	3,962,139	2,954,979	12,802,043	11,036,105
Latin America						
Argentina	117,973	120,365	28,209	30,915	146,182	151,280
Brazil	706,237	576,356	125,000	117,705	831,237	694,061
Chile	3,000	3,001	1,500	1,510	4,500	4,511
Colombia	25,000	27,963	1,700	1,760	26,700	29,723
Mexico	231,578	207,137	112,120	78,348	343,698	285,485
Peru	5,000	9,626	—	—	5,000	9,626
Venezuela	25,000	27,963	1,500	1,760	26,500	29,723
TOTAL	1,113,788	972,411	270,029	231,998	1,383,817	1,204,409
Western Europe						
Austria	6,000	6,148	6,000	5,287	12,000	11,435
Belgium	212,896	250,988	36,870	24,767	249,766	275,755
France	2,713,289	2,960,823	348,863	375,039	3,062,152	3,335,862
Italy	1,439,283	1,395,531	155,505	179,620	1,594,788	1,575,151
Netherlands	108,500	105,000	12,873	12,000	121,373	117,000
Spain	777,394	1,141,581	131,876	147,140	909,270	1,288,721
Sweden	350,218	344,702	53,722	51,995	403,940	396,697
Switzerland	30	25	—	—	30	25
Turkey	45,000	42,509	15,000	16,474	60,000	58,983
U.K.	881,512	1,044,597	224,825	244,514	1,106,337	1,289,111
West Germany	3,745,975	3,806,257	255,298	276,798	4,001,273	4,083,055
TOTAL	10,280,097	10,648,719	1,240,832	1,333,634	11,520,929	11,982,353
Eastern Europe						
Czechoslovakia	175,000	177,505	45,000	43,194	220,000	220,699
E. Germany	180,000	188,300	40,000	39,600	220,000	227,900
Poland	260,000	269,300	40,000	42,900	300,000	312,200
Romania	100,000	83,000	55,000	51,513	155,000	134,513
U.S.S.R.	1,257,000	1,317,700	879,400	776,300	2,136,400	2,094,000
Yugoslavia	235,994	210,059	30,000	33,836	265,994	243,895
TOTAL	2,207,994	2,245,864	1,089,400	987,343	3,297,394	3,233,207
Asia-Oceania						
Australia	375,084	342,314	30,000	25,953	405,084	368,267
China	6,000	5,100	57,725	52,432	63,725	57,532
India	58,220	44,613	70,000	68,974	128,220	113,587
Japan	7,073,173	7,151,888	4,319,538	3,903,823	11,392,711	11,055,711
S. Korea	158,503	121,987	80,304	75,889	238,807	197,876
Taiwan	150,000	157,356	—	—	150,000	157,356
TOTAL	7,820,980	7,823,258	4,557,567	4,127,071	12,378,547	11,950,329

Note: In some cases, 1984 figures are preliminary and subject to slight change. Totals will not add due to CKD kits counted by more than one country.

*—European truck figures include car-derived vans; U.S. figures include minivans.

Sources: Automotive News; Automotive Industry Data, Ltd.; MVMA; Japan Automobile Mfrs. Assn.

CAR AND TRUCK PRODUCTION IN JAPAN, 1984 VS. 1983

	1984		
	Cars	Trucks	Total
Toyota	2,413,133	981,675	3,394,808
Nissan	1,846,407	621,856	2,468,263
Mazda	764,309	366,335	1,130,644
Mitsubishi	547,838	539,403	1,087,241
Honda	843,807	145,229	989,036
Suzuki	164,058	525,813	689,871
Daihatsu	162,405	402,567	564,972
Fuji (Subaru)	242,680	306,735	549,415
Isuzu	88,563	338,224	426,760
Hino	0	55,859	55,859
Nissan Diesel	0	35,268	35,268
Others	0	574	574
Total	7,073,173	4,319,538	11,392,711

	1983		
	Cars	Trucks	Total
Toyota	2,380,753	871,801	3,252,554
Nissan	1,858,782	610,576	2,469,358
Mazda	861,580	307,140	1,168,720
Mitsubishi	523,754	443,582	967,336
Honda	857,686	174,754	1,032,440
Suzuki	137,528	493,782	631,310
Daihatsu	185,159	343,584	528,743
Fuji (Subaru)	230,462	310,218	540,680
Isuzu	116,184	268,997	385,181
Hino	0	47,906	47,906
Nissan Diesel	0	30,782	30,782
Others	0	701	701
Total	7,151,888	3,903,823	11,055,711

SOURCE: Japan Automobile Mfrs. Assn.

WORLD VEHICLE PRODUCTION AND ASSEMBLY

	North America	Europe	Asia	South America
1983	11,015,273	15,682,826	11,486,316	1,055,457
1982	8,734,684	14,787,194	11,047,858	992,709
1981	9,862,814	14,412,699	11,462,754	952,199
1980	9,874,206	15,412,225	11,279,345	1,454,124
1979	13,556,095	16,269,079	9,941,266	1,394,210
1978	15,101,822	16,097,613	9,524,417	1,256,884
1977	14,759,040	15,873,698	8,686,667	1,175,823
1976	13,462,687	15,206,985	7,974,797	1,192,417
1975	10,771,197	13,472,708	7,052,131	1,180,931
1974	11,946,671	14,408,058	6,670,019	1,180,931
1973	14,541,846	15,607,461	7,206,988	1,040,749
1972	12,970,558	14,794,265	6,403,134	887,207

Notes: North America-Canada, Mexico, U.S.; Europe—Western Europe and East ern Bloc including U.S.S.R.; Asia—India, Japan, Korea; South America—Argentina, Brazil. Totals will not match with other production tables because of CKD kits.

Source: MVMA

EUROPEAN CAR PRODUCTION, 1983–1984

	Belgium		France①		Italy		Netherlands		Spain		Sweden		UK		W.Germany②		Totals	
	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983
Alfa Romeo	—	—	—	—	200,103	206,926	—	—	—	—	—	—	—	—	—	—	200,103	206,962
Aston Martin	—	—	—	—	—	—	—	—	—	—	—	—	204	155	—	—	204	155
Bertone	—	—	—	—	4,904	6,605	—	—	—	—	—	—	—	—	—	—	4,904	6,605
BL	—	—	—	—	—	—	—	—	—	—	—	—	383,324	445,364	—	—	383,324	445,364
BMW	—	—	—	—	—	—	—	—	—	—	—	—	—	—	412,447	407,507	42,447	407,507
DeTomaso	—	—	—	—	71	77	—	—	—	—	—	—	—	—	—	—	71	77
Ferrari	—	—	—	—	2,841	2,366	—	—	—	—	—	—	—	—	—	—	2,841	2,366
Ford	212,896	250,988	—	—	—	—	—	—	262,099	221,912	—	—	272,767	318,674	539,779	547,950	1,288,541	1,339,524
Fiat-Lancia	—	—	—	—	1,205,224	1,157,830	—	—	—	—	—	—	—	—	—	—	1,205,224	1,157,830
Innocenti	—	—	—	—	17,151	13,688	—	—	—	—	—	—	—	—	—	—	17,151	13,688
Jaguar	—	—	—	—	—	—	—	—	—	—	—	—	33,342	27,977	—	—	33,342	27,977
Lamborghini	—	—	—	—	231	184	—	—	—	—	—	—	—	—	—	—	231	184
Lotus	—	—	—	—	—	—	—	—	—	—	—	—	837	642	—	—	837	642
Maserati	—	—	—	—	6,180	5,333	—	—	—	—	—	—	—	—	—	—	6,180	5,333
Mercedes-Benz	—	—	—	—	—	—	—	—	—	—	—	—	—	—	462,797	483,359	462,797	483,359
Opel-Vauxhall	—	—	—	—	—	—	—	—	259,971	246,340	—	—	117,114	126,524	776,486	934,490	1,153,571	1,307,354
Peugeot SA	—	—	1,284,151	1,321,418	—	—	—	—	184,713	166,270	—	—	67,728	120,503	—	—	1,351,879	1,441,921
Pininfarina	—	—	—	—	2,578	2,522	—	—	—	—	—	—	—	—	—	—	2,578	2,522
Porsche	—	—	—	—	—	—	—	—	—	—	—	—	—	—	44,107	42,288	44,017	48,288
Reliant	—	—	—	—	—	—	—	—	—	—	—	—	135	105	—	—	135	105
Renault	—	—	1,429,138	1,639,405	—	—	—	—	214,786	283,172	—	—	—	—	—	—	1,429,138	1,639,405
Rolls-Royce	—	—	—	—	—	—	—	—	—	—	—	—	2,201	1,568	—	—	2,201	1,568
Saab	—	—	—	—	—	—	—	—	—	—	102,018	96,012	—	—	—	—	102,018	96,012
Seat	—	—	—	—	—	—	—	—	255,324	223,887	—	—	—	—	—	—	255,324	223,887
TVR	—	—	—	—	—	—	—	—	—	—	—	—	397	291	—	—	397	291
VW-Audi	—	—	—	—	—	—	—	—	—	—	—	—	—	—	1,510,449	1,384,663	1,510,449	1,384,663
Volvo	—	—	—	—	—	—	108,500	105,000	—	—	248,200	248,690③	—	—	—	—	356,700	353,690
Others	—	—	—	—	—	—	—	—	—	—	—	—	2,463	2,794	—	—	2,463	2,794
Totals	212,896	250,988	2,713,289	2,960,823	1,439,283	1,395,531	108,500	105,000	777,394	1,141,581	350,218	344,702	881,512	1,044,597	3,745,975	3,806,257	10,229,067	10,600,037

①Includes all Renault and PSA production in Spain. Renault also includes U.S. Encores and Alliances. PSA also includes all Talbot U.K. except for Arrow kits for Iran.

②Includes cars recorded as Kombis; excludes commercial vehicles recorded as Kombis. VW includes VWs assembled by Seat in Spain.

③Estimates.

Totals will not add due to double counting

PRODUCTION

1984 U.S. CAR PRODUCTION TOTALS, MAKES AND MONTHS

COMPANY	JANUARY	FEBRUARY	MARCH	FIRST QUARTER TOTAL	APRIL	MAY	JUNE	SECOND QUARTER TOTAL	JULY	AUGUST	SEPTEMBER	THIRD QUARTER TOTAL	OCTOBER	NOVEMBER	DECEMBER	FOURTH QUARTER TOTAL	GRAND TOTAL
AMERICAN MOTORS	14,411	17,358	19,029	50,798	14,395	21,265	9,611	45,271	19,207	16,433	17,856	53,496	11,835	15,933	14,863	42,631	192,196
Renault Total	14,411	17,358	19,029	50,798	14,395	21,265	9,611	45,271	19,207	16,433	17,856	53,496	11,835	15,933	14,863	42,631	192,196
Alliance	7,291	8,797	10,709	26,797	8,249	11,320	5,061	24,630	10,685	10,164	11,921	32,770	7,237	9,499	9,240	25,976	110,173
Encore	7,120	8,561	8,320	24,001	6,146	9,945	4,550	20,641	8,522	6,269	5,935	20,726	4,598	6,434	5,623	16,655	82,023
CHRYSLER CORP.	100,385	113,042	124,360	337,787	111,113	119,268	124,103	354,484	69,884	60,965	98,709	229,558	135,563	111,493	83,331	330,387	1,252,216
Plymouth Total	30,538	33,541	35,738	99,817	33,211	34,356	34,990	102,557	22,377	20,500	32,664	75,541	44,407	34,691	23,639	102,737	380,652
Horizon	11,469	14,319	14,933	40,721	13,212	14,464	14,718	42,394	10,760	11,776	14,094	36,630	17,560	13,623	8,319	39,502	159,247
Reliant*	17,148	17,317	18,200	52,665	17,080	16,748	17,110	50,938	8,306	5,567	13,677	27,550	19,385	13,994	10,261	43,640	174,793
Caravelle	764	619	895	2,278	842	928	867	2,637	622	2,054	3,504	6,180	5,123	5,153	3,977	14,253	25,348
Gran Fury	1,157	1,286	1,710	4,153	2,077	2,216	2,295	6,588	2,689	1,103	1,389	5,181	2,339	1,921	1,082	5,342	21,264
Chrysler Total	32,196	36,437	42,515	111,148	38,144	40,647	43,151	121,942	21,621	18,086	29,802	69,509	38,641	33,646	28,813	101,100	403,699
LeBaron	9,627	11,683	11,644	32,954	11,437	12,706	13,436	37,579	6,692	3,360	7,560	17,612	11,231	9,421	7,662	28,314	116,459
LeBaron GTS	—	—	—	—	—	—	—	—	—	—	—	—	1,759	4,235	4,595	10,589	10,589
Laser	7,333	6,496	7,191	21,020	6,060	7,592	7,584	21,236	3,808	2,247	5,017	11,072	7,386	5,698	3,654	16,738	70,066
N.Y./E-Class	8,473	8,364	11,048	27,885	9,660	10,678	11,125	31,463	3,722	3,076	5,746	12,544	7,490	5,934	4,467	17,891	89,783
Fifth Ave.	6,763	9,894	12,632	29,289	10,987	9,671	11,006	31,664	7,399	9,403	11,479	28,281	10,775	8,358	8,435	27,568	116,802
Dodge Total	37,651	43,064	46,107	126,822	39,758	44,265	45,962	129,985	25,886	22,379	36,243	84,508	52,515	43,156	30,879	126,550	467,865
Omni	10,175	13,663	14,297	38,135	12,533	13,926	13,912	40,371	10,374	10,755	12,834	33,963	14,307	11,134	8,440	33,881	146,350
Aries*	13,508	14,200	14,555	42,263	12,721	13,076	13,718	39,515	7,163	4,295	11,092	22,550	18,509	12,857	8,754	40,120	144,448
Daytona	5,942	5,192	5,635	16,769	4,529	4,991	5,276	14,796	2,642	1,611	3,969	8,222	5,668	4,554	2,965	13,187	52,974
Dodge 600	6,743	6,946	7,962	21,651	7,399	7,621	8,393	23,413	3,216	3,124	5,436	11,776	6,910	6,277	4,677	17,864	74,704
Lancer	—	—	—	—	—	—	—	—	—	—	—	—	1,404	3,469	3,416	8,289	8,289
Diplomat	1,283	3,063	3,658	8,004	2,576	4,651	4,663	11,890	2,491	2,594	2,912	7,997	5,717	4,865	2,627	13,209	41,100
FORD MOTOR	129,747	135,635	173,321	438,703	159,045	169,838	157,663	486,546	79,544	163,954	136,901	380,399	189,467	159,008	121,192	469,667	1,775,315
Ford Division	85,151	90,398	114,287	289,836	101,547	110,865	99,412	311,824	49,257	103,913	90,795	243,965	122,461	100,884	76,146	299,491	1,145,116
Escort	25,561	30,170	34,359	90,090	30,822	34,367	30,962	96,151	14,432	31,424	27,815	73,671	34,386	28,653	18,806	81,845	341,757
Mustang	9,278	9,071	12,660	31,009	12,760	14,123	13,455	40,338	7,167	13,909	9,740	30,816	14,747	12,737	10,691	38,175	140,338
LTD	20,011	19,925	22,394	62,330	17,210	18,468	17,668	53,346	9,319	21,320	21,001	51,640	24,567	18,925	15,125	58,617	225,933
Thunderbird	10,937	13,627	16,276	40,840	14,282	15,427	12,201	41,910	3,784	13,317	10,583	27,684	14,836	11,610	9,306	35,752	146,186
Crown Victoria	7,237	5,778	8,073	21,088	6,777	6,292	6,193	19,262	4,136	6,780	7,434	18,350	8,951	8,238	7,192	24,381	83,081
EXP	3,544	2,670	2,670	8,884	2,372	2,496	4,125	8,993	2,289	5,268	4,520	12,077	5,406	4,350	2,791	12,547	42,501
Tempo	8,583	9,157	17,855	35,595	17,324	19,692	14,808	51,824	8,130	11,895	9,702	29,727	19,568	16,371	12,235	48,174	165,320
L-M Division	44,596	45,237	59,034	148,867	57,498	58,973	58,251	174,722	30,287	60,041	46,106	136,434	67,006	58,124	45,046	170,176	630,199
Mercury Total	31,863	32,063	41,446	105,372	44,043	42,092	42,327	128,462	21,355	44,783	35,690	101,828	49,690	43,092	33,051	125,833	461,495
Lynx	5,452	6,242	6,565	18,259	6,550	5,298	5,892	17,740	2,861	6,437	6,318	15,616	6,523	5,070	6,570	18,163	69,778
Capri	1,646	1,022	1,657	4,325	1,913	2,089	1,063	5,065	655	1,137	1,055	2,847	3,145	1,660	1,212	6,017	18,254
Marquis	7,913	8,350	9,082	25,345	11,141	12,056	11,773	34,970	6,477	11,636	8,651	26,764	13,493	12,024	8,453	33,970	121,049
Cougar	5,886	5,806	11,551	23,243	11,703	9,289	11,302	32,294	4,609	14,953	9,056	28,618	12,355	12,067	7,959	32,581	116,536
Grand Marquis	7,875	8,325	7,864	24,064	7,698	9,589	8,915	26,202	4,299	6,970	8,045	19,314	8,273	6,621	4,838	19,732	89,312
Topaz	3,091	2,318	4,727	10,136	5,038	3,771	3,382	12,191	2,454	3,650	2,565	8,669	5,901	5,650	4,019	15,570	46,566
Lincoln Total	12,733	13,174	17,588	43,495	13,455	16,881	15,924	46,260	8,932	15,258	10,416	34,606	17,316	15,032	11,995	44,343	168,704
Continental	2,386	2,388	3,195	7,969	3,316	4,459	4,188	11,963	2,365	3,841	1,895	8,101	3,162	2,732	2,178	8,072	36,105
Lincoln	4,732	8,237	10,997	23,966	8,421	10,559	9,940	28,920	5,571	9,697	7,383	22,651	12,319	10,646	8,496	31,461	106,998
Mark VI/VII	5,615	2,549	3,396	11,560	1,718	1,863	1,796	5,377	996	1,720	1,138	3,854	1,835	1,654	1,321	4,810	25,601
GENERAL MOTORS	406,599	410,653	444,417	1,261,669	367,079	379,123	375,704	1,121,906	346,373	301,430	276,553	924,356	345,485	372,945	318,250	1,036,680	4,344,611
Buick Total	88,615	89,895	95,464	273,974	79,776	86,350	89,088	255,214	82,074	59,645	62,951	204,670	92,150	94,113	67,712	253,975	987,833
Skylark	8,113	8,317	9,146	25,576	7,646	9,294	9,189	26,129	6,740	11,852	9,933	28,525	9,169	11,861	9,389	30,419	110,649
Skyhawk	14,344	13,033	16,414	43,791	13,351	13,190	12,629	39,170	10,865	5,530	7,033	23,428	7,870	7,452	5,616	20,938	127,327
Somerset	—	—	—	—	—	—	—	—	—	1,751	3,837	5,588	8,630	8,209	5,925	22,764	28,352
Century	17,569	20,736	20,901	59,206	18,475	19,385	19,109	56,969	20,850	14,981	15,619	51,450	23,042	22,046	15,260	60,348	227,973
Regal	19,273	19,245	20,554	59,072	18,492	19,140	19,423	57,055	15,270	2,753	7,468	25,491	12,388	11,261	8,853	32,502	174,120
LeSabre (rwd)	15,470	16,103	13,306	44,879	9,665	14,661	18,232	42,558	17,300	12,200	11,380	40,880	18,473	19,594	12,116	50,183	178,500
Riviera	5,565	4,739	5,179	15,483	3,768	4,010	3,731	11,509	4,483	3,383	2,825	10,691	6,132	5,224	4,054	15,410	53,093
Electra (fwd)	8,281	7,722	9,964	25,967	8,379	6,670	6,775	21,824	6,566	7,195	4,856	18,617	6,446	8,466	6,499	21,411	87,819
Cadillac Total	28,146	28,683	33,232	90,016	28,673	26,578	27,087	82,338	27,609	23,536	21,812	72,957	27,289	30,908	24,910	83,107	328,418
Cimarron	1,931	1,918	1,683	5,532	1,422	1,176	1,140	3,738	842	1,294	1,511	3,647	236	851	358	1,445	14,362
Seville	3,119	3,618	3,981	10,718	3,701	3,962	3,241	10,904	2,883	2,173	1,824	6,880	4,217	3,349	2,615	10,181	38,683
Eldorado	5,982	6,482	7,138	19,602	7,023	7,527	7,235	21,785	6,414	4,847	4,062	15,323	7,193	6,800	5,254	19,247	75,957
Cadillac	16,493	15,957	17,598	50,048	12,067	7,305	8,127	27,499	7,566	2,559	4,357	14,482	5,408	13,716	5,997	25,121	117,150
DeVille (fwd)	621	663	2,832	4,116	4,460	6,608	7,344	18,412	9,904	12,663	10,058	32,625	10,235	6,192	10,686	27,113	82,266
Chevrolet Total	137,209	142,728	144,283	424,220	135,646	128,079	123,147	386,872	116,094	114,955	98,181	329,230	98,921	106,100	111,723	316,744	1,457,066
Chevette	16,916	19,403	20,996	57,315	23,328	14,048	8,742	46,118	11,281	13,613	11,499	36,393	12,861	11,982	9,708	34,551	174,377
Cavalier	35,478	34,076	38,393	107,947	34,873	35,888	37,614	108,375	29,549	37,191	34,062	100,802	25,019	28,927	29,184	83,130	400,254
Celebrity	22,190	29,170	26,096	77,456	25,276	27,524	26,664	79,464	25,043	18,596	17,841	61,480	25,427	19,755	17,071	62,253	280,653
Camaro	23,554	21,857	23,048	68,459	23,004	23,272	22,228	68,504	21,267	21,023	8,272	50,562	8,284	18,406	15,867	42,557	230,082
Citation	7,460	8,407	11,077	26,944	11,247	9,851	9,468	30,566	11,689	7,998	9,193	28,880	5,306	6,460	5,689	17,655	104,045
Monte Carlo	18,245	16,434	11,820	46,499	5,023	4,034	6,403	15,460	6,951	5,273	3,914	16,138	8,072	4,011	7,742	19,825	97,922
Chevrolet	10,266	10,344	9,672	30,282	9,919	11,435	9,442	30,796	7,108	7,886	12,002	26,996	10,265	12,501	23,232	45,998	134,072
Corvette	3,100	3,037	3,181	9,318	2,976	2,027	2,586	7,589	3,206	3,375	1,398	7,979	3,687	4,058	3,030	10,775	35,661
Oldsmobile Total	107,331	105,598	119,130	332,059	84,844	94,411	94,152	273,407	82,418	62,570	54,007	198,995	85,242	99,134	76,691	261,067	1,065,528
Omega	3,969	4,054	5,798	13,821	4,753	4,309	3,886	12,948	2,519	—	—	2,519	—	—	—	—	29,288
Firenza	6,742	5,375	7,282	19,399	7,018	8,176	5,350	20,544	4,550	4,022	5,314	13,886	4,751	4,612	4,794	14,157	67,986
Cutlass	31,597	32,158	38,171	101,926	17,640	14,939	16,215	48,794	14,683	14,951	13,698	43,332	19,326	21,683	12,397	53,406	247,458
Cutlass Ciera	21,512	20,550	28,288	70,350	24,612	26,295	26,237	77,144	21,787	15,565	7,322	44,674	16,871	21,706	20,761	59,338	251,506
88/98 (rwd)	26,376	29,482	27,816	83,674	22,764	29,137	29,311	81,212	26,118	13,241	11,875	51,234	22,374	26,896	16,988	66,258	282,378
Olds 98 (fwd)	13,445	10,196	7,433	31,074	4,030	7,248	8,572	19,850	9,311	10,634	8,200	28,145	8,645	11,954	9,653	30,252	109,321
Calais	—	—	—	—	—	—	—	—	—	1,518	5,436	6,954	8,797	8,365	9,079	26,241	33,195
Toronado	3,690	3,783	4,342	11,815	4,027	4,307	4,581	12,915	3,450	2,639	2,162	8,251	4,478	3,918	3,019	11,415	44,396
Pontiac Total	45,298	43,794	52,308	141,400	38,140	43,705	42,230	124,075	38,178	40,724	39,602	118,504	41,883	42,690	37,214	121,787	505,766
Acadian	1,346	1,445	1,678	4,469	2,821	1,161	734	4,716	934	1,157	657	2,748	1,284	—	1,179	2,463	14,396
2000	12,152	11,601	15,256	39,009	10,916	15,021	13,728	39,665	11,451	9,701	10,919	32,071	8,679	9,449	7,709	25,837	136,582
1000	2,090	2,085	2,169	6,344	2,008	2,257	1,917	6,182	1,912	2,677	2,374	6,963	2,646	1,447	1,481	5,574	25,063
Firebird	9,931	9,191	9,783	28,905	9,788	9,662	11,273	30,723	11,335	10,906	4,355	26,596	4,688	9,354	8,130	22,172	108,396
Phoenix	1,522	1,148	1,717	4,387	1,712	3,667	3,625	9,004	804	—	—	804	—	—	—	—	14,195
Grand Prix/Bonneville	6,221	5,948	7,834	20,003	—	—	—	—	—	—	—	—	—	—	—	—	20,003
6000	—	—	—	—	—	—	—	—	—	—	—	—	—	—	106	106	106
Fiero	10,026	10,347	11,739	32,112	9,756	10,658	8,849	29,263	10,122	10,931	8,044	29,097	10,192	6,603	6,735	23,530	114,002
Grand Am	—	—	—	—	—	—	—	—	—	2,649	2,625	5,274	6,136	6,915	6,342	19,393	24,667
HONDA	9,612	8,485	12,264	30,361	11,216	12,789	12,264	36,269	9,864	13,954	10,368	34,186	14,220	12,799	10,743	37,762	138,578
NUMMI	—	—	—	—	—	—	—	—	—	—	—	—	—	—	20	20	20
VOLKSWAGEN	9,933	9,998	10,416	30,347	9,352	10,696	5,036	25,084	—	324	1,405	1,729	5,116	6,749	5,760	17,625	74,785
Total Cars U.S.	670,687	695,171	783,807	2,149,665	672,200	712,979	684,381	2,069,560	524,872	557,060	541,792	1,623,724	701,686	678,927	554,159	1,934,772	7,777,721

*—Total Reliant built in Mexico in 1984 for U.S. sale: 2,410; Aries, 1980.

PRODUCTION

U.S. CAR OUTPUT, CALENDAR 1984 VS. 1983

	Total Output 1984	Pct. of Total Output	Total Output 1983	Pct. of Total Output	Pct. pt. Change '84 vs. '83
AMERICAN MOTORS	192,196	2.47	200,381	2.82	−0.35
AMC Total	—	—	4,071	0.06	—
Concord	—	—	12	0.00	—
Eagle	—	—	4,059	0.06	—
Renault Total	192,196	2.47	196,310	2.76	−0.29
Alliance	110,173	1.42	153,877	2.16	−0.74
Encore	82,023	1.05	42,433	0.60	+0.45
CHRYSLER CORP.	1,252,216	16.10	903,553	12.70	+3.40
Plymouth Total	380,652	4.89	310,748	4.37	+0.52
Horizon	159,247	2.04	117,731	1.66	+0.38
Reliant*	174,793	2.25	186,445	2.62	−0.37
Caravelle	25,348	0.33	5,317	0.07	+0.26
Gran Fury	21,264	0.27	1,255	0.02	+0.25
Chrysler Total	403,699	5.19	234,203	3.29	+1.90
LeBaron	116,459	1.51	85,868	1.20	+0.31
LeBaron GTS	10,589	0.15	—	—	+0.15
Laser	70,066	0.90	23,603	0.33	+0.57
New Yorker/E-Class	89,783	1.13	104,999	1.48	−0.35
Fifth Avenue	116,802	1.50	19,733	0.28	+1.22
Dodge Total	467,865	6.02	358,602	5.04	+0.98
Omni	146,350	1.88	126,437	1.78	+0.10
Aries*	144,448	1.86	144,006	2.02	−0.16
Daytona	52,974	0.68	19,399	0.27	+0.41
Dodge 400	—	—	26,442	0.37	—
Dodge 600	74,704	0.96	41,077	0.58	+0.38
Lancer	8,289	0.11	—	—	+0.11
Diplomat	41,100	0.53	1,241	0.02	+0.51
FORD MOTOR	1,775,315	22.83	1,820,245	25.59	−2.76
Ford Division	1,145,116	14.72	1,214,222	17.07	−2.35
Escort	341,757	4.39	343,632	4.83	−0.44
Fairmont	—	—	23,728	0.33	—
Mustang	140,338	1.80	124,225	1.75	+0.05
LTD	225,933	2.90	179,192	2.52	+0.38
Thunderbird	146,186	1.88	186,566	2.62	−0.74
Crown Victoria	83,081	1.07	124,730	1.75	−0.68
EXP	42,501	0.55	15,455	0.22	+0.33
Tempo	165,320	2.13	216,704	3.05	−0.92
L-M Division	630,199	8.11	606,023	8.52	−0.41
Mercury Total	461,495	5.94	499,495	7.02	−1.08
Lynx	69,778	0.90	89,354	1.25	−0.35
Capri	18,254	0.23	24,697	0.35	−0.12
Zephyr	—	—	8,601	0.12	—
Marquis	121,049	1.56	99,391	1.40	+0.16
Cougar	116,536	1.50	126,395	1.78	−0.28
Grand Marquis	89,312	1.15	77,147	1.08	+0.07
LN7	—	—	2,210	0.03	—
Topaz	46,566	0.60	71,700	1.01	−0.41
Lincoln Total	168,704	2.17	106,528	1.50	+0.67
Continental	36,105	0.46	13,513	0.19	+0.27
Lincoln	106,998	1.38	58,872	0.83	+0.55
Mark VII	25,601	0.33	34,143	0.48	−0.15
GENERAL MOTORS	4,344,611	55.86	4,034,629	56.73	−0.87
Buick Total	987,833	12.70	905,608	12.73	−0.03
Skylark	110,649	1.42	112,843	1.59	−0.17
Skyhawk	127,327	1.64	79,169	1.11	+0.53
Somerset Regal	28,352	0.36	—	—	+0.36
Century	227,973	2.93	177,076	2.49	+0.44
Regal	174,120	2.24	234,179	3.29	−1.05
LeSabre/Electra (rwd)	178,500	2.30	249,244	3.50	−1.20
Riviera	53,093	0.68	52,503	0.74	−0.06
Electra(fwd)	87,819	1.13	594	0.01	+1.12
Cadillac Total	328,418	4.22	308,497	4.34	−0.12
Cimarron	14,362	0.19	21,021	0.29	−0.10
Seville	38,683	0.50	34,622	0.49	+0.01
Eldorado	75,957	0.97	72,299	1.02	−0.05
Cadillac	117,150	1.50	180,422	2.54	−1.04
DeVille(fwd)	82,266	1.06	133	0.00	+1.06
Chevrolet Total	1,457,066	18.73	1,307,429	18.38	+0.35
Chevette	174,377	2.24	201,841	2.84	−0.60
Cavalier	400,254	5.14	308,461	4.33	+0.81
Celebrity	280,653	3.61	165,595	2.33	+1.28
Camaro	230,082	2.96	193,121	2.71	+0.25
Citation	104,045	1.34	86,878	1.22	0.12
Malibu/El Camino	—	—	107,208	1.51	—
Monte Carlo	97,922	1.26	124,926	1.76	−0.50
Chevrolet	134,072	1.72	91,225	1.28	+0.44
Corvette	35,661	0.46	28,174	0.40	+0.06
Oldsmobile Total	1,065,528	13.70	1,083,262	15.23	−1.53
Omega	29,288	0.38	59,965	0.84	−0.46
Firenza	67,986	0.87	54,799	0.77	+0.10
Cutlass Supreme	247,458	3.18	342,929	4.82	−1.64
Cutlass Ciera	251,506	3.23	216,898	3.05	+0.18
88/98 (rwd)	282,378	3.63	365,044	5.13	−1.50
Olds 98 (fwd)	109,321	1.41	494	0.01	+1.40
Calais	33,195	0.43	—	—	+0.43
Toronado	44,396	0.57	43,133	0.61	−0.04
Pontiac Total	505,766	6.51	429,833	6.05	+0.46
Acadian	14,396	0.19	15,064	0.21	−0.02
2000 Sunbird	136,582	1.76	114,666	1.61	+0.15
1000	25,063	0.32	42,175	0.60	−0.28
Firebird	108,396	1.39	99,629	1.40	−0.01
Phoenix	14,195	0.18	25,053	0.35	−0.17
6000	106	0.00	—	—	—
Grd. Prix/Bon'vle	20,003	0.26	93,084	1.31	−1.05
Parisienne	48,356	0.62	12,457	0.18	+0.44
Fiero	114,002	1.47	27,705	0.39	+1.08
Grand Am	24,667	0.32	—	—	+0.32
HONDA	138,578	1.78	55,337	0.78	+1.00
NUMMI(Nova)	20	0.00	—	—	—
VOLKSWAGEN	74,785	0.96	98,207	1.38	−0.42
Total Cars, U.S.	7,777,721	100.00	7,112,352	100.00	—

* Includes 1,980 Aries, 2,410 Reliants built in Mexico.

Last year's 9.35-percent increase in U.S. auto production was enough to bring the U.S. industry's calendar-year output to its highest point in five years: 7,777,721 units.

Chrysler Corp. upped its U.S. auto output the most: 348,663; followed by General Motors, 309,982, and Honda, 83,241. New United Motors began Nova output.

The other U.S.makers cut auto output: Ford Motor Co. by 44,930; Volkswagen of America, 23,422, and American Motors, 8,185.

U.S. CAR OUTPUT BY CALENDAR YEAR

1984	7,777,721
1983	7,112,352
1982	4,973,870
1981	6,280,045
1980	6,416,885
1979	8,418,369
1978	9,153,299
1977	9,293,674
1976	8,537,759
1975	6,740,584
1974	7,309,763
1973	9,667,118
1972	8,827,706
1971	8,557,878
1970	6,550,077
1969	8,224,267
1968	8,848,507
1967	7,412,610
1966	8,604,726
1965	9,335,208
1964	7,744,888
1963	7,644,359
1962	6,943,470
1961	5,522,004
1960	6,703,086
1959	5,599,471

Model-year U.S. auto production in 1984 surged 44.15 percent to 8,315,780 units, the highest total in five years.

All domestic makers increased production during the model year, General Motors by 1,384,497; Ford Motor Co., 569,636; Chrysler Corp., 438,309; American Motors, 39,898; Honda, 83,692, and Volkswagen of America, 30,855.

Last year's model run fell 1.6 million units short of the record production total: 9,915,802 units produced in 1979.

U.S. CAR OUTPUT BY MODEL YEAR

1984	8,315,780
1983	5,768,893
1982	5,447,135
1981	6,639,954
1980	7,085,480
1979	9,526,024
1978	8,995,418
1977	9,159,100
1976	8,114,376
1975	6,523,880
1974	8,125,488
1973	9,915,802
1972	8,589,049
1971	7,221,290
1970	7,595,411
1969	8,440,765
1968	8,402,870
1967	7,666,898
1966	8,606,166
1965	7,882,679
1964	7,892,090
1963	7,339,992
1962	6,686,749
1961	5,407,256
1960	6,011,482
1959	5,566,527

How domestic production was shared

U.S. CAR MODEL-YEAR OUTPUT, '84 VS. '83

	1984 Model Year	Pct. of Output	1983 Model Year	Pct. of Output	Pct. of Change '84 vs. '83
AMERICAN MOTORS	208,624	2.50	168,726	2.92	− 0.42
AMC Total	....	0.00	26,521	0.46	− 0.46
Concord	....	0.00	5,300	0.09	− 0.09
Spirit	....	0.00	3,491	0.06	− 0.06
Eagle	....	0.00	17,730	0.31	− 0.31
Renault Total	208,624	2.50	142,205	2.46	+ 0.04
Alliance	121,015	1.46	142,205	2.46	− 1.00
Encore	87,609	1.04	....	0.00	+ 1.05
CHRYSLER CORP.	1,176,144	14.14	737,835	12.79	+ 1.35
Plymouth Total	357,764	4.30	273,489	4.74	− 0.44
Horizon	147,902	1.78	94,829	1.64	+ 0.14
Reliant	187,245	2.25	174,170	3.02	− 0.77
Caravelle**	7,932	0.09	4,490	0.08	+ 0.01
Gran Fury	14,685	0.18	....	0.00	+ 0.18
Chrysler Total	375,853	4.52	159,882	2.77	+ 1.75
LeBaron	111,808	1.34	78,970	1.37	− 0.03
Laser	69,720	0.84	....	0.00	+ 0.84
Chrysler E	36,494	0.44	43,305	0.75	− 0.31
New Yorker E	69,746	0.84	37,607	0.65	+ 0.19
Fifth Ave.	88,085	1.06	....	0.00	+ 1.06
Dodge Total	442,527	5.32	304,464	5.28	+ 0.04
Omni	142,494	1.71	101,514	1.76	− 0.05
Aries	150,702	1.81	136,440	2.37	− 0.56
Daytona	53,635	0.65	....	0.00	+ 0.65
Dodge 400	....	0.00	28,413	0.49	− 0.49
Dodge 600	72,070	0.87	38,097	0.66	+ 0.21
Diplomat	23,626	0.28	....	0.00	+ 0.28
FORD MOTOR	1,813,523	21.81	1,243,887	21.57	+ 0.24
Ford Division	1,180,708	14.20	783,225	13.58	+ 0.62
Escort	331,802	3.99	244,780	4.24	− 0.25
Fairmont	....	0.00	80,833	1.40	− 1.40
Mustang	141,480	1.70	120,873	2.10	− 0.40
LTD	213,742	2.57	155,758	2.70	− 0.13
Thunderbird	170,551	2.05	121,999	2.12	− 0.07
Crown Victoria	86,084	1.04	56,736	0.98	+ 0.06
EXP	23,016	0.28	2,246	0.04	+ 0.24
Tempo	214,033	2.57	....	0.00	+ 2.57
L-M Division	632,815	7.61	460,662	7.99	− 0.38
Mercury Total	475,381	5.72	359,594	6.24	− 0.52
Lynx	66,056	0.79	69,497	1.21	− 0.42
Capri	20,642	0.25	25,736	0.44	− 0.19
Zephyr	....	0.00	25,203	0.44	− 0.44
Marquis	107,812	1.30	67,358	1.17	+ 0.13
Cougar	131,171	1.58	75,743	1.31	+ 0.27
Grand Marquis	90,341	1.09	95,718	1.66	− 0.57
LN7	....	0.00	699	0.01	− 0.01
Topaz	59,359	0.71	....	0.00	+ 0.71
Lincoln Total	157,434	1.89	101,068	1.75	+ 0.14
Continental	30,463	0.36	16,831	0.29	+ 0.07
Lincoln	93,622	1.13	53,381	0.93	+ 0.20
Mark VII	33,344	0.40	30,856	0.53	− 0.13
GENERAL MOTORS	4,895,988	58.88	3,511,491	60.87	− 1.99
Buick Division	987,980	11.88	808,416	14.01	− 2.13
Skylark	111,211	1.34	104,647	1.81	− 0.47
Skyhawk	145,393	1.75	63,152	1.09	+ 0.66
Century	219,858	2.64	127,926	2.22	− 0.42
Regal	224,754	2.70	228,239	3.96	− 1.26
Buick☆	228,901	2.75	234,218	4.06	− 1.31
Riviera	57,863	0.70	50,234	0.87	− 0.17
Cadillac Division	300,300	3.61	292,814	5.08	− 1.47
Cimarron	21,898	0.26	19,294	0.33	− 0.07
Seville	39,997	0.48	30,430	0.53	− 0.05
Eldorado	77,806	0.94	67,416	1.17	− 0.23
Cadillac	160,599	1.93	175,674	3.05	− 1.12
Chevrolet Division	1,868,662	22.48	1,175,200	20.37	+ 2.11
Chevette	243,904	2.93	169,563	2.94	− 0.01
Cavalier	462,612	5.56	218,588	3.79	+ 1.77
Celebrity	309,288	3.72	105,923	1.84	+ 1.88
Camaro	261,592	3.15	154,381	2.68	+ 0.47
Citation	102,205	1.23	92,211	1.60	− 0.37
El Camino	24,244	0.29	117,426	2.02	− 1.73
Monte Carlo	136,778	1.64	96,319	1.67	− 0.03
Chevrolet*	276,492	3.33	220,789	3.83	− 0.50
Corvette	51,547	0.63	....	0.00	+ 0.63
Oldsmobile Division	1,144,225	13.76	916,583	15.89	− 2.13
Omega	52,986	0.64	53,926	0.93	− 0.29
Firenza	82,475	0.99	40,752	0.71	+ 0.28
Cutlass Supreme	309,124	3.71	271,892	4.71	− 1.00
Cutlass Ciera	280,839	3.38	169,650	2.94	+ 0.44
Oldsmobile☆	370,701	4.46	340,758	5.91	− 1.45
Toronado	48,100	0.58	39,605	0.69	− 0.11
Pontiac Division	594,821	7.15	318,478	5.52	+ 1.63
Acadian**	5,866	0.07	11,640	0.20	− 0.13
2000	169,290	2.04	78,329	1.36	− 0.68
1000	55,083	0.66	25,977	0.45	+ 0.21
Firebird	128,304	1.54	74,884	1.30	+ 0.24
Phoenix	22,847	0.27	27,493	0.48	− 0.21
A6000	....	0.00	5,576	0.09	− 0.09
Bonneville	29,269	0.35	54,414	0.94	− 0.59
Grand Prix	23,953	0.29	40,165	0.70	− 0.41
Parisienne	25,624	0.31	....	0.00	+ 0.31
Fiero	134,585	1.62	....	0.00	+ 1.62
HONDA	117,200	1.41	33,508	0.58	+ 0.83
VOLKSWAGEN	104,301	1.26	73,446	1.27	− 0.01
Total Cars, U.S.	8,315,780	100.00	5,768,893	100.00	....

☆Total does not include Electra, DeVille and Olds 98 fwd models, since Buick, Cadillac and Oldsmobile consider them '85 models

*Standard Chevrolet total includes Canadian production

**Caravelle and Acadian built for sale in Canada only

PRODUCTION

U.S. CALENDAR YEAR OUTPUT

By SIZE CLASSIFICATION

SUBCOMPACTS

1984 Position	1984 Total	Make	1983 Total	1983 Position
1	341,757	Escort	343,632	1
2	174,377	Chevette	201,841	2
3	159,247	Horizon	117,731	5
4	146,350	Omni	126,437	4
5	138,578	Accord	55,337	8
6	114,002	Fiero	27,705	11
7	110,173	Alliance	153,877	3
8	82,023	Encore	42,433	9
9	74,785	Golf/Rabbit	98,207	6
10	70,066	Laser	23,603	12
11	69,778	Lynx	89,354	7
12	52,974	Daytona	19,399	13
13	42,501	EXP	15,445	14
14	25,063	Pontiac 1000	42,175	10
15	14,396	Acadian	15,064	15
	—	LN7	2,210	16
16	20	Nova (NUMMI)	—	
	1,616,090	TOTAL	1,374,450	

COMPACTS

1984 Position	1984 Total	Make	1983 Total	1983 Position
1	400,254	Cavalier	308,461	1
2	230,082	Camaro	193,121	3
3	174,793	Reliant	186,445	4
4	165,320	Tempo	216,704	2
5	144,448	Aries	144,006	5
6	140,338	Mustang	124,225	6
7	136,582	2000 Sunbird	114,666	7
8	127,327	Skyhawk	79,169	10
9	116,459	LeBaron	85,868	9
10	108,396	Firebird	99,629	8
11	67,986	Firenza	54,799	12
12	46,566	Topaz	71,700	11
13	18,254	Capri	24,697	14
14	14,362	Cimarron	21,021	16
	—	Eagle	4,059	18
	—	Zepher	8,601	17
	—	Fairmont	23,728	15
	—	Dodge 400	26,442	13
	1,891,167	TOTAL	1,787,341	

INTERMEDIATES

1984 Position	1984 Total	Make	1983 Total	1983 Position
1	280,653	Celebrity	165,595	7
2	251,506	Ciera	216,898	3
3	247,458	Cutlass	342,929	1
4	227,973	Century	177,076	6
5	225,933	LTD	179,192	5
6	174,120	Regal	234,179	2
7	146,186	Thunderbird	186,566	4
8	121,049	Marquis	99,391	13
9	116,536	Cougar	126,395	8
10	110,649	Skylark	112,843	10
11	104,045	Citation	86,878	15
12	97,922	Monte Carlo	124,926	9
13	89,783	N.Yorker/E Class	104,999	12
14	74,704	Dodge 600	41,077	17
15	33,195	Calais	—	
16	29,288	Omega	59,965	16
17	28,352	Somerset Regal	—	
18	25,348	Caravelle	5,317	19
19	24,667	Grand Am	—	
20	20,003	Grand Prix	93,084	14
21	14,195	Phoenix	25,053	18
22	10,589	LeBaron GTS	—	
23	8,289	Lancer	—	
24	106	Pontiac 6000	—	
	—	Malibu El Camino	107,208	11
	—	Concord	12	20
	2,462,549	TOTAL	2,489,583	

STANDARDS

1984 Position	1984 Total	Make	1983 Total	1983 Position
1	282,378	Olds 88	244,631	1
2	178,500	LeSabre	164,332	2
3	134,072	Chevrolet	91,225	4
4	89,312	Grand Marquis	77,147	5
5	83,081	Crown Victoria	124,730	3
6	48,356	Parisienne	12,457	16
7	41,100	Diplomat	1,241	8
8	21,264	Gran Fury	1,255	7
	878,063	TOTAL	717,018	

LUXURY

1984 Position	1984 Total	Make	1983 Total	1983 Position
1	117,150	Cadillac	180,422	1
2	106,998	Lincoln	58,872	5
3	116,802	Fifth Ave.	19,733	11
4	82,610	Olds 98 (fwd)	494	14
5	82,266	DeVille (fwd)	133	15
6	75,957	Eldorado	72,299	4
7	61,580	Electra (fwd)	594	13
8	53,093	Riviera	52,503	6
9	44,396	Toronado	43,133	7
10	38,683	Seville	34,622	8
11	36,105	Continental	13,513	12
12	35,661	Corvette	28,174	10
13	26,711	Olds 98 (rwd)	120,413	2
14	26,239	Electra (rwd)	84,912	3
15	25,601	Mark VII	34,143	9
	929,852	TOTAL	743,960	
	7,777,721	GRAND TOTAL	7,112,352	

MODEL RUN OUTPUT IN U.S.

By Size Classification

SUBCOMPACTS

1984 Position	1984 Total	Make	1983 Total	1983 Position
1	331,802	Escort	244,780	1
2	243,904	Chevette	169,563	2
3	147,902	Horizon	94,829	5
4	142,494	Omni	101,514	4
5	134,585	Fiero	—	
6	121,015	Alliance	142,205	3
7	117,200	Accord	33,508	8
8	104,301	Rabbit	73,446	6
9	87,609	Encore	—	
10	69,720	Laser	—	
11	66,056	Lynx	69,497	7
12	55,083	Pontiac 1000	25,977	9
13	53,635	Daytona	—	
14	23,016	EXP	2,246	12
15	5,866	Acadian	11,640	10
	—	Spirit	3,491	11
	—	LN7	699	13
	1,704,188	Total	973,395	

COMPACTS

1984 Position	1984 Total	Make	1983 Total	1983 Position
1	462,612	Cavalier	218,588	1
2	261,592	Camaro	154,381	3
3	214,033	Tempo	—	
4	187,245	Reliant	174,170	2
5	169,290	Pontiac 2000	78,329	8
6	150,702	Aries	136,440	4
7	145,393	Skyhawk	63,152	10
8	141,480	Mustang	120,873	5
9	128,304	Firebird	74,884	9
10	111,808	LeBaron	78,970	7
11	82,475	Firenza	40,752	11
12	59,359	Topaz	—	
13	21,898	Cimarron	19,294	15
14	20,642	Capri	25,376	13
	—	Eagle	17,730	16
	—	Fairmont	80,833	16
	—	Dodge 400	28,413	12
	—	Zephyr	25,203	14
	2,156,833	Total	1,337,388	

INTERMEDIATES

1984 Position	1984 Total	Make	1983 Total	1983 Position
1	309,288	Celebrity	105,923	8
2	309,124	Cutlass Supreme	271,892	1
3	280,839	Cutlass Ciera	169,650	3
4	224,754	Regal	228,239	2
5	219,858	Century	127,926	5
6	213,742	LTD	155,758	4
7	170,551	Thunderbird	121,999	6
8	136,778	Monte Carlo	96,319	10
9	131,171	Cougar	75,743	12
10	111,211	Skylark	104,647	9
11	107,812	Marquis	67,358	13
12	102,205	Citation	92,211	11
13	72,070	Dodge 600	38,097	18
14	69,746	New Yorker E	37,607	19
15	52,986	Omega	53,926	15
16	36,494	Chrysler E	43,305	16
17	29,269	Bonneville	54,414	14
18	24,244	ElCamino	117,426	7
19	23,953	Grand Prix	40,165	17
20	22,847	Phoenix	27,493	20
21	7,932	Caravelle	4,490	23
	—	Concord	5,300	22
	—	Pontiac 6000	5,576	21
	2,656,874	Total	2,045,464	

STANDARDS

1984 Position	1984 Total	Make	1983 Total	1983 Position
1	293,868	Oldsmobile	220,994	1
2	276,492	Chevrolet	220,789	2
3	172,275	Buick	145,633	3
4	90,341	Grand Marquis	95,718	4
5	86,084	Crown Victoria	56,736	5
6	25,624	Parisienne	—	
7	23,626	Diplomat	—	
8	14,685	Gran Fury	—	
	982,995	Total	739,870	

LUXURY

1984 Position	1984 Total	Make	1983 Total	1983 Position
1	160,599	Cadillac	175,674	1
2	93,622	Lincoln	53,381	5
3	88,085	Fifth Avenue	—	
4	77,806	Eldorado	67,416	4
5	76,833	Olds 98	119,764	2
6	57,863	Riviera	50,234	6
7	56,626	Electra	86,585	3
8	51,547	Corvette	—	
9	48,100	Toronado	39,605	7
10	39,997	Seville	30,430	9
11	33,344	Mark VII	30,856	8
12	30,468	Continental	16,831	10
	814,890	Total	672,776	
	8,315,780	Grand Total	5,768,893	

PRODUCTION

WHERE '85 CARS ARE BUILT

United States

AMERICAN MOTORS

Kenosha, Wis.	Alliance, Encore

CHRYSLER CORP.

Belvidere, Ill.	Omni, Horizon, Charger Turismo
Jefferson (Detroit)	Aries, Reliant, Dodge 600, Caravelle, New Yorker
Newark, Del.	Aries, Aries Wagon, Reliant, LeBaron, Chrysler Town & Country Wagon
St. Louis (No.1)	Reliant, Aries, Dodge 600, LeBaron, Caravelle, Daytona, Laser
St. Louis (No.2)	Gran Fury, Diplomat, Caravelle*, Fifth Avenue
Sterling Heights, Mich.	LeBaron GTS, Lancer

*Built for sale in Canada.

FORD MOTOR CO.

Atlanta	LTD, Marquis; 1986 Taurus, Sable (fall, 1985)
Chicago	LTD, Marquis (until early 1986); 1986 Taurus, Sable (early 1986)
Dearborn	Mustang, Capri
Edison, N.J.	Escort, Lynx
Kansas City	Tempo, Topaz
Lorain, O.	Thunderbird, Cougar
Wayne, Mich.	Escort, Lynx, EXP
Wixom, Mich.	Lincoln, Mark VII, Continental

GENERAL MOTORS

Arlington, Tex.	Monte Carlo, Cutlass Supreme
Bowling Green, Ky.	Corvette
Detroit	Cadillac (rwd), Olds 88
Doraville, Ga.	Cutlass Ciera, Century
Fairfax, Kans.	Chevrolet, Olds 88, LeSabre, Parisienne
Framingham, Mass.	Celebrity, Cutlass Ciera
Janesville, Wis.	Cavalier, Cimarron
Lake Orion, Mich.	Cadillac (fwd), Olds 98
Lakewood, Ga.	Chevette, 1000, Acadian
Lansing	Calais, Grand Am, Somerset
Leeds, Mo.	Cavalier, Firenza, Skyhawk
Linden, N.J.	Seville, Riviera, Eldorado, Toronado
Lordstown, O.	Cavalier, Sunbird
Norwood, O.	Camaro, Firebird
Oklahoma City	Celebrity, Century
Pontiac	Fiero; Cutlass Supreme, Regal
Tarrytown, N.Y.	6000, Century
Van Nuys, Calif.	Camaro, Firebird
Wentzville, Mo.	Electra, Olds 98
Willow Run, Mich.	Citation, Skylark
Wilmington, Del.	Chevrolet, Olds 88

AMERICAN HONDA MOTOR CO.

Marysville, O.	Accord

VOLKSWAGEN OF AMERICA

Westmoreland, Pa.	Golf

NISSAN MOTOR MFG. CO.

Smyrna, Tenn.	Sentra

GM-TOYOTA

Fremont, Calif.	Nova

Canada

AMERICAN MOTORS

Brampton, Ont.	Eagle

FORD MOTOR CO.

Oakville, Ont.	Tempo, Topaz, Escort, Lynx
St. Thomas, Ont.	Crown Victoria, Grand Marquis

GENERAL MOTORS

Oshawa, Ont. (No. 1)	Cutlass Ciera, 6000
Oshawa, Ont. (NO. 2)	Celebrity
Ste. Therese, Que.	Cutlass Supreme, Grand Prix, Bonneville

VOLVO

Halifax, N.S.	Volvo

U.S. AUTO PRODUCTION BY MONTHS

	1979	1980	1981	1982	1983	1984
January	796,839	531,670	459,862	266,858	452,949	670,687
February	738,808	624,301	482,088	311,926	511,981	695,171
March	889,775	643,200	623,571	455,808	589,394	783,807
April	723,248	580,855	653,306	474,222	549,322	672,200
May	935,198	527,353	666,389	499,242	627,517	712,979
June	826,678	534,085	712,524	546,807	692,046	684,381
July	583,765	417,038	518,456	436,644	473,239	524,872
August	445,349	312,758	397,334	353,656	536,421	557,080
September	622,851	534,480	457,731	425,047	663,210	541,792
October	783,843	675,001	535,129	415,197	717,972	701,686
November	627,346	562,380	418,948	404,542	684,263	678,927
December	454,669	473,764	354,697	383,921	614,038	554,159
Yearly Totals -	8,418,369	6,416,885	6,280,045	4,973,870	7,112,352	7,777,721

GEOGRAPHICAL TRENDS IN U.S. CAR OUTPUT

Breakdown by States, 1984 vs. 1983

	Total Output 1984	Pct. of Output 1984	Overall Pos., 1984	Total Output 1983	Pct.of Output 1983	Overall Pos., 1983	Pct.Pt. Change '84 vs.'83
Michigan	2,156,567	27.74	1	2,123,507	29.86	1	−2.12
Missouri	1,137,822	14.64	2	651,219	9.16	4	+5.48
Ohio	791,053	10.18	3	752,617	10.58	2	−0.40
Illinois	539,676	6.94	4	479,740	6.75	5	+0.19
Georgia	527,654	6.79	5	414,947	5.83	7	+0.96
Wisconsin	426,458	5.49	6	382,846	5.38	8	+0.11
Delaware	415,285	5.34	7	743,272	10.45	3	−5.11
New Jersey	342,932	4.41	8	257,979	3.63	9	+0.78
Oklahoma	328,690	4.23	9	234,601	3.30	10	+0.93
Kansas	264,935	3.41	10	101,010	1.42	13	+1.99
Texas	247,539	3.17	11	430,754	6.05	6	−2.88
California	205,879	2.65	12	114,101	1.60	12	+1.05
Massachusetts	170,877	2.20	13	71,796	1.01	16	+1.19
New York	76,856	0.99	14	71,935	1.01	15	−0.02
Pennsylvania	74,785	0.96	15	98,207	1.38	14	−0.42
Kentucky	35,661	0.46	16	28,174	0.40	17	+0.06
Maryland	30,742	0.40	17	155,547	2.19	11	−1.79
TOTALS	7,773,331	100.00	—	7,112,352	100.00	—	—

WHERE '85 TRUCKS ARE BUILT

UNITED STATES

AMERICAN MOTORS

Toledo	Jeep Vehicles

CHRYSLER CORP.

Warren, Mich.	light-duty trucks, Ramcharger

FORD MOTOR CO.

Kansas City	light trucks
Kentucky Truck (Louisville)	medium, heavy and extra-heavy trucks
Lorain, O.	Econoline, Club Wagon
Louisville	Ranger, Bronco II
Michigan Truck (Wayne)	Bronco, light trucks
Norfolk	light trucks
St. Louis	Aerostar minivan
Twin Cities	light trucks

FREIGHTLINER CORP.

Mount Holly, N.C.	heavy trucks
Portland, Ore.	heavy trucks

GENERAL MOTORS

Baltimore	Chevrolet Astro, GMC Safari, compact vans
Detroit	commercial, recreational, specialty vehicle chassis
Flint	Chevrolet, GMC pickups, Blazer, Jimmy, Suburban wagons, CUCV military vehicles
Janesvile, Wis.	Chevrolet, GMC light trucks
Lordstown, O.	Chevrolet, GMC vans
Moraine, O.	Chevrolet S-10, GMC S-15 trucks
Pontiac	Chevrolet, GMC light and medium-duty trucks, GMC heavy trucks, Chevrolet S-10 and GMC S-15 trucks, buses
Shreveport, La.	Chevrolet S-10, GMC S-15 trucks, Blazer, Jimmy
St. Louis	Chevrolet, GMC light trucks

KENWORTH TRUCK CO.

Chillicothe, O.	heavy trucks
Kansas City	heavy trucks
Seattle	heavy trucks

INTERNATIONAL HARVESTER

Springfield, O.	medium and heavy trucks

MACK TRUCKS, INC.

Allentown, Pa.	heavy trucks
Macungie, Pa.	heavy trucks

MERCEDES-BENZ TRUCK CO.

Hampton, Va.	medium trucks

NISSAN MOTOR MFG. CO.

Smyrna, Tenn.	pickup trucks

PETERBILT MOTORS CO.

Denton, Tex.	heavy trucks
Nashville	heavy trucks
Newark, Calif.	heavy trucks

VOLVO WHITE TRUCKS CORP.

Dublin, Va.	heavy trucks
Ogden, Utah	heavy trucks

CANADA

CHRYSLER CORP.

Windsor, Ont.	Dodge Caravan, Plymouth Voyager minivans, Mini Ram Van
Pillete Rd. (Windsor)	Dodge Ram Van, Ram Wagon

FORD MOTOR CO.

Ontario Truck (Oakville)	light trucks

FREIGHTLINER OF CANADA, LTD.

Burnaby, B.C.	heavy trucks

GENERAL MOTORS

Oshawa	Chevrolet, GMC pickups
St. Eustache, Que.	buses
Scarborough, Ont.	full-size Chevrolet and GMC vans

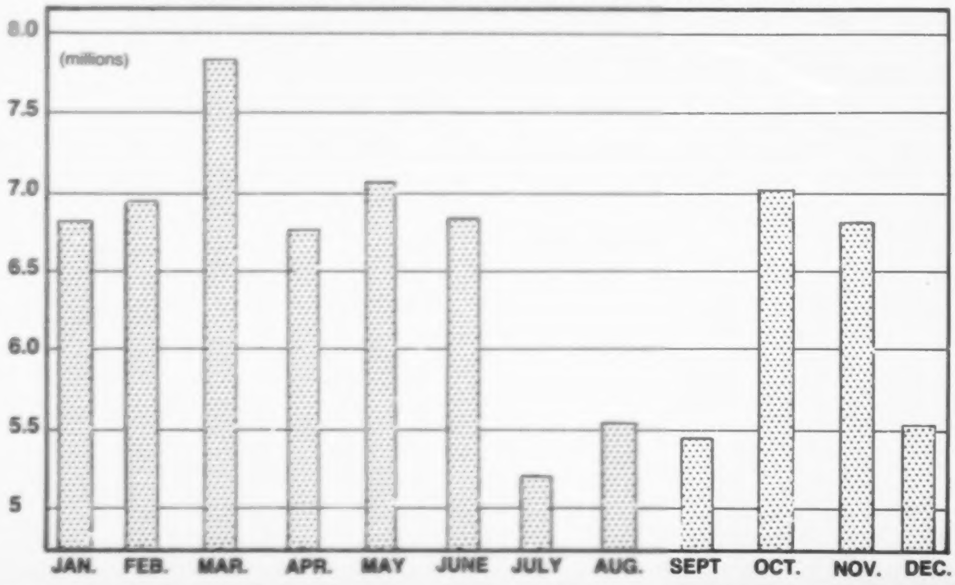
INTERNATIONAL HARVESTER

Chatham, Ont.	medium and heavy trucks

MACK TRUCKS, INC.

Oakville (Ont.)	heavy trucks

PRODUCTION FOR 1984 BY MONTHS



PRODUCTION

FACTORY SALES OF SPECIAL TRUCKS

4 X 4 TRUCKS

	Domestic	Export	Total
1961	72,050	75,024	147,074
1962	84,559	35,188	119,747
1963	95,316	41,299	136,615
1964	92,384	44,990	137,374
1965	106,206	39,772	145,978
1966	111,194	39,548	150,742
1967	115,766	37,829	153,595
1968	128,093	34,326	162,419
1969	142,790	32,036	174,826
1970	142,095	19,740	161,835
1971	204,811	20,561	225,372
1972	271,382	25,656	297,038
1973	368,471	35,157	403,628
1974	431,108	49,816	480,924
1975	413,720	65,991	479,711
1976	615,652	58,680	674,332
1977	749,154	74,959	824,113
1978	893,662	79,361	973,023
1979	666,522	85,066	751,588
1980	241,528	55,290	296,818
1981	241,889	56,633	298,522
1982	344,302	29,079	373,381
1983	673,720	49,307	723,027
1984	911,518	57,945	969,463

Multi-Stop Delivery Trucks

	Domestic	Export	Total
1957	23,066	1,230	24,296
1958	20,711	1,651	22,362
1959	31,933	1,077	33,010
1960	30,074	914	30,988
1961	31,949	1,445	33,394
1962	31,749	738	32,487
1963	33,303	792	34,095
1964	29,467	1,039	30,506
1965	41,102	866	41,968
1966	37,520	1,333	38,853
1967	36,893	1,950	38,843
1968	35,842	988	36,830
1969	48,918	1,904	50,822
1970	45,244	2,258	47,502
1971	68,211	3,886	72,097
1972	73,005	4,534	77,539
1973	82,811	5,885	88,696
1974	38,800	3,987	42,787
1975	33,019	4,000	37,019
1976	49,473	4,664	54,137
1977	52,573	3,685	56,258
1978	112,730	7,142	119,872
1979	45,395	6,422	51,817
1980	23,148	3,466	26,614
1981	25,979	3,451	29,430
1982	31,793	1,040	32,833
1983	46,431	1,519	47,950
1984	61,524	1,460	62,984

Trucks with Diesel Engines

	Domestic	Export	Total
1959	32,741	2,753	35,494
1960	28,186	2,774	30,960
1961	24,940	3,485	28,425
1962	38,464	5,383	43,847
1963	47,211	9,191	56,402
1964	57,179	8,197	65,376
1965	72,357	9,794	82,151
1966	85,619	11,011	96,560
1967	70,800	13,225	84,025
1968	83,423	10,396	93,819
1969	101,703	13,167	114,870
1970	91,801	13,913	105,714
1971	101,488	11,664	113,152
1972	129,628	13,461	143,089
1973	152,373	16,016	168,389
1974	144,702	22,557	167,259
1975	72,605	29,903	102,508
1976	107,216	21,860	129,076
1977	165,559	19,738	185,297
1978	219,915	23,933	243,848
1979	227,834	28,210	258,528
1980	214,562	29,584	244,146
1981	209,394	27,776	237,170
1982	219,748	16,853	236,601
1983	231,905	15,376	247,281
1984	333,122	27,664	360,786

Trucks With 3 or More Axles

	Domestic	Export	Total
1957	23,082	2,602	25,684
1958	17,585	1,679	19,264
1959	27,349	2,165	29,514
1960	24,621	2,077	26,698
1961	24,004	1,741	25,745
1962	30,525	1,898	32,423
1963	39,847	2,374	42,221
1964	50,558	3,406	53,994
1965	57,968	4,241	62,209
1966	71,817	4,914	76,731
1967	58,745	6,424	65,169
1968	65,923	6,143	72,066
1969	81,286	12,431	93,717
1970	76,129	9,426	85,555
1971	84,027	9,314	93,341
1972	106,732	12,165	118,897
1973	124,913	14,652	139,565
1974	125,658	21,126	146,784
1975	56,772	26,682	83,454
1976	80,533	16,064	96,597
1977	124,427	13,804	138,231
1978	134,296	16,668	150,964
1979	142,646	23,315	165,961
1980	86,572	17,747	104,319
1981	83,103	16,414	99,517
1982	59,170	7,176	66,346
1983	66,340	5,027	71,367
1984	113,512	10,170	123,682

SOURCE: Motor Vehicle Manufacturers Assn.

CANADIAN TRUCK OUTPUT BY CALENDAR YEAR

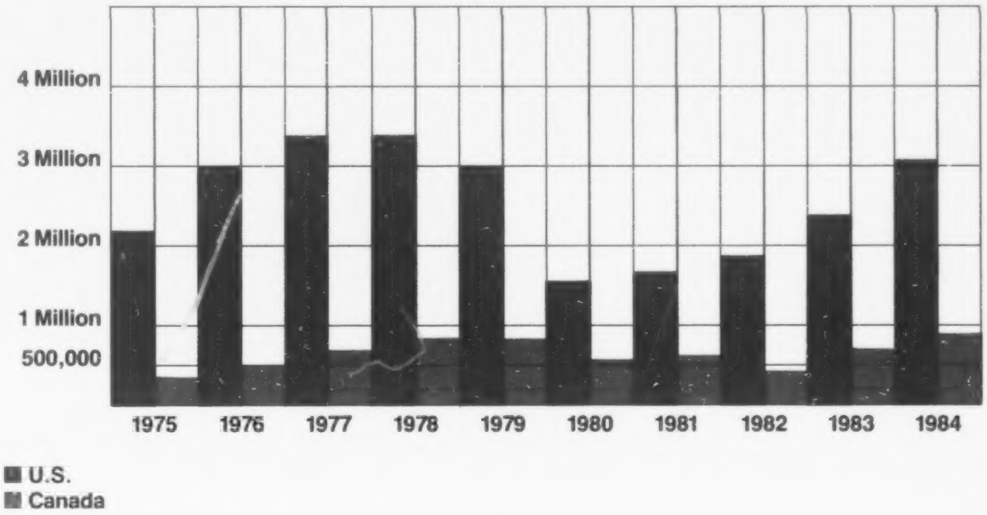
1984	815,783
1983	560,864
1982	468,327
1981	555,829
1980	526,277
1979	657,436
1978	674,687
1977	569,329
1976	497,430
1975	389,728
1974	338,558
1973	352,934
1972	304,757
1971	277,842
1970	233,938
1969	315,354
1968	277,649
1967	225,551
1966	200,019
1965	142,706
1964	109,116
1963	98,454
1962	79,808
1961	62,903
1960	70,040
1959	67,523
1958	58,693

U. S. VAN AND LIGHT TRUCK PRODUCTION

1984 vs. 1983

	Total Output 1984	Pct. of 1984 Output	Total Output 1983	Pct. of 1983 Output
CHEVROLET	968,709	32.30	848,570	38.24
Chevy Van/Sportvan	120,878	4.03	142,555	6.42
S-10	199.631	6.66	208,678	9.40
S-10 Blazer	150,599	5.02	112,366	5.06
Blazer	46,919	1.56	35,179	1.59
Astro	7,895	0.26	......	......
El Camino	......	......	28,322	1.28
Suburban	57,286	1.91	41,261	1.86
Pickups	332,404	11.09	280,209	12.63
P Models	53,097	1.77	(46,453)*	(2.09)
*—Included in totals above.				
CHRYSLER	213,115	7.12	147,695	6.66
Ramcharger	34,604	1.15	25,678	1.16
Pickups	169,951	5.67	109,400	4.93
Rampage/Scamp	8,560	0.28	12,617	0.57
FORD	1,271,881	42.42	888,180	40.03
Bronco	53,772	1.80	131,203	5.91
Bronco II	109,107	3.65	......	......
Econoline/Club Wagon	240,927	8.03	208,717	9.40
Pickups	620,559	20.69	345,182	15.56
Ranger	247,516	8.25	203,078	9.16
GMC	268,202	8.94	239,074	10.77
Vandura/Rally Vans	25,944	0.87	24,966	1.13
S-15	51,732	1.73	51,336	2.31
S-15 Jimmy	41,720	1.39	29,274	1.32
Jimmy	9,278	0.31	8,426	0.38
Safari	2,124	0.07	......	......
Caballero	2,834	0.09	2,312	0.10
Suburban	26,065	0.87	23,468	1.06
Pickups	98,759	3.29	93,931	4.23
P Models	9,746	0.32	5,361	0.24
AMC—JEEP	176,276	5.87	75,534	3.40
Cherokee	93,326	3.11	6,186	0.28
CJ	45,363	1.51	40,758	1.84
Pickups	3,082	0.10	4,705	0.21
Wagoneer	11,944	0.40	18,478	0.83
Grand Wagoneer	20,019	0.67	......	......
Scrambler	2,492	0.08	5,407	0.24
NISSAN	100,510	3.35	19,979	0.90
Pickups	100,510	3.35	19,979	0.90
TOTAL	2,998,643	100.00	2,219,032	100.00

North American Truck Production
(In millions of units)



1984 TRUCKS—U.S. PRODUCTION TOTALS, MAKES AND MONTHS

COMPANY	JANUARY	FEBRUARY	MARCH	FIRST QUARTER TOTAL	APRIL	MAY	JUNE	SECOND QUARTER TOTAL	JULY	AUGUST	SEPTEMBER	THIRD QUARTER TOTAL	OCTOBER	NOVEMBER	DECEMBER	FOURTH QUARTER TOTAL	GRAND TOTAL
CHEVROLET	86,095	84,580	92,630	263,305	82,576	91,277	90,286	264,139	88,928	83,270	69,134	241,332	83,697	87,137	68,621	239,455	1,008,231
DODGE	17,475	17,193	18,866	53,534	16,921	18,277	17,902	53,100	11,258	19,807	17,695	48,752	21,952	20,214	15,563	57,729	213,115
FORD	93,944	97,535	111,078	302,557	101,801	113,932	109,308	325,050	60,481	99,424	98,904	258,809	119,943	101,764	75,170	296,877	1,183,293
GMC	26,805	25,125	30,022	81,952	26,205	29,119	28,387	83,711	27,286	26,141	22,742	76,169	28,487	28,389	23,876	80,752	322,584
INTERNATIONAL	5,492	5,980	6,985	18,457	6,668	7,286	6,862	20,816	4,165	7,168	5,983	17,316	6,844	6,298	4,717	17,859	74,448
JEEP	15,725	17,140	17,219	50,084	14,781	17,847	17,487	50,115	8,429	18,340	14,642	41,411	17,275	16,080	12,121	45,476	187,086
NISSAN	7,699	8,252	8,512	24,463	7,171	8,710	8,922	24,803	8,459	5,920	7,558	21,937	10,937	10,359	8,011	29,307	100,510
AM GENERAL*	220	260	220	700	240	220	249	709	210	270	240	720	230	220	150	600	2,729
MISCELLANEOUS*	4,200	5,200	4,400	13,800	4,800	4,400	4,960	14,160	4,200	5,400	4,800	14,400	4,600	4,400	3,000	12.000	54,360
TOTAL TRUCKS U.S.	257,655	261,265	289,932	808,852	261,172	291,068	284,363	836,603	213,408	265,740	241,698	720,846	293,965	274,861	211,229	780,055	3,146,356

*—Actual figures for AM General and Miscellaneous trucks were not reported in 1984. These figures are Automotive News estimates.
Note: GM and Chrysler totals include CKD units.

1984 TRUCKS CANADIAN PRODUCTION TOTALS, MAKES AND MONTHS

COMPANY	JANUARY	FEBRUARY	MARCH	FIRST QUARTER TOTAL	APRIL	MAY	JUNE	SECOND QUARTER TOTAL	JULY	AUGUST	SEPTEMBER	THIRD QUARTER TOTAL	OCTOBER	NOVEMBER	DECEMBER	FOURTH QUARTER TOTAL	GRAND TOTAL
CHRYSLER	24,511	29,537	34,936	88,984	31,401	33,459	34,650	99,510	15,025	33,720	31,886	80631	36,012	33,187	26,037	95,236	364,361
FORD	13,981	13,427	14,723	42,131	13,068	15,178	14,065	42,311	4,572	12,846	12,209	29,627	14,877	15,200	10,831	40,908	154,977
GM	27,181	26,340	29,136	82,657	25,311	26,889	27,570	79,770	22,752	17,864	24,493	64,929	15,454	27,401	18,187	61,042	288,398
INTERNATIONAL	571	586	646	1,803	601	725	775	2,101	466	956	833	2,255	933	410	545	1,888	8,047
TOTAL	66,244	69,890	79,441	215,575	70,381	76,251	77,060	223,692	42,635	65,386	69,421	177,442	67,276	76,198	55,600	199,074	815,783

Note: GM and Chrysler totals include CKD units.

PRODUCTION

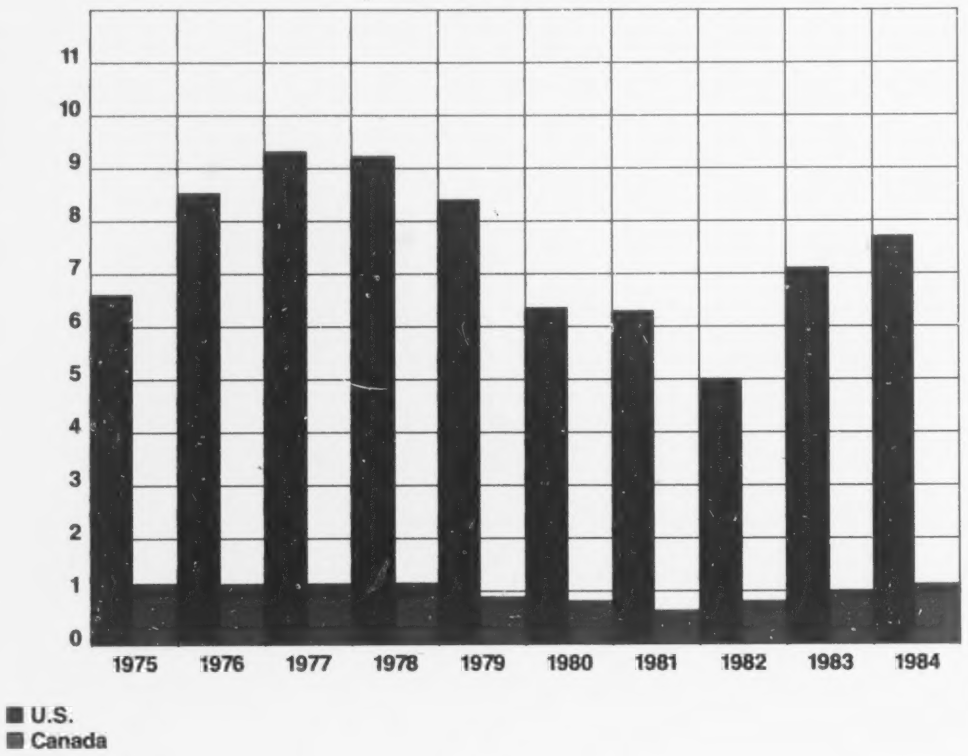
Production of autos in Canada jumped 10 percent in 1984 to its highest level in six years and the eighth-highest total in history.

Canada produced 1.06 million autos last year, compared to 968,774 in 1983. It was the most since 1978, when 1.13 million were built. The record was in 1976: 1.14 million.

The year-to-year increase is even more impressive than appears at first glance because during 1983 Chrysler Corp. switched its Canadian assembly plants from production of autos to minivans, which are counted in the truck totals (found on Page 16).

Ford Motor Co. was the biggest contributor to last year's increase. Its 70-percent increase in Canadian auto output was worth 190,654 units. General Motors increased its Canadian output 13,631 units, or 2 percent; Volvo was stable, and American Motors fell 6,559 units, or 25 percent.

North American Auto Production
(In millions of units)



CANADIAN CAR OUTPUT BY CALENDAR YEAR

1984	1,062,183
1983	968,774
1982	801,685
1981	642,587
1980	846,777
1979	944,933
1978	1,131,050
1977	1,129,575
1976	1,143,842
1975	1,056,602
1974	1,143,037
1973	1,234,566
1972	1,154,938
1971	1,094,486
1970	923,538
1969	1,035,354
1968	891,849
1967	714,084
1966	696,100
1965	709,568
1964	559,392
1963	532,915
1962	428,189
1961	326,841
1960	325,282
1959	300,849
1958	296,624

CANADIAN AUTO PRODUCTION BY CORPORATION, YEAR

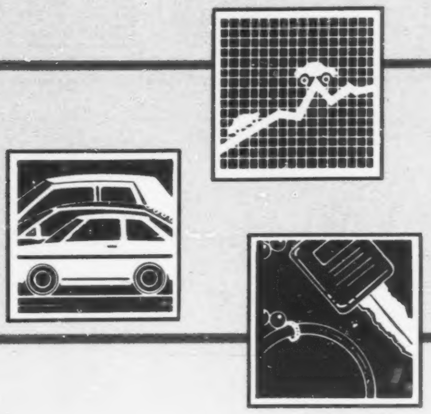
	AMC	Bricklin	Chrysler	Ford	GM	Renault	Studebaker	Volvo	Total
1984	22,992	—	—	463,296	565,457	—	—	10,438	1,062,183
1983	29,551	—	104,365	272,642	551,826	—	—	10,390	968,774
1982	30,344	—	149,442	283,001	332,038	—	—	6,860	801,685
1981	34,535	—	69,149	191,928	437,622	—	—	10,336	743,570
1980	3,077	—	71,530	249,876	512,330	—	—	9,964	846,770
1979	—	—	134,086	284,610	517,471	—	—	8,766	944,933
1978	26,283	—	160,085	372,296	564,187	—	—	8,199	1,131,050
1977	41,708	—	219,747	341,329	198,456	—	—	4,506	805,746
1976	42,269	—	245,332	371,305	475,090	—	—	9,486	1,143,482
1975	48,373	2,085	261,275	324,783	406,323	—	—	13,763	1,056,602
1974	58,002	—	225,478	387,880	461,596	—	—	10,081	1,143,037
1973	74,290	—	260,722	445,299	443,806	—	—	10,449	1,234,566
1972	58,920	—	265,773	458,972	354,167	7,658	—	9,448	1,154,938
1971	42,908	—	232,749	392,433	406,186	11,930	—	8,280	1,094,486
1970	47,796	—	239,032	396,243	222,676	9,591	—	8,200	923,538
1969	35,819	—	201,115	391,105	391,561	9,739	—	6,015	1,035,354
1968	41,726	—	219,151	287,286	338,016	—	—	5,670	891,849
1967	33,094	—	186,675	177,689	312,275	—	—	4,351	714,084
1966	32,912	—	172,960	198,498	285,984	—	2,045	3,701	696,100
1965	31,347	—	135,846	169,176	351,304	—	18,542	3,353	709,568
1964	35,129	—	104,734	153,243	246,466	—	17,614	2,206	559,392
1963	30,167	—	86,805	142,273	264,341	—	8,190	1,139	532,915
1962	21,852	—	50,560	118,190	229,639	—	7,948	—	428,189

CANADIAN OUTPUT SHARES, '84 VS. 83

	Total Output 1984	Pct. of 1984 Output	Total Output 1983	Pct. of 1983 Output	Pct. Pt. Change '84 vs '83
AMC—Eagle	22,992	2.16	29,551	3.05	− 0.89
CHRYSLER	—	—	104,365	10.77	−10.77
Diplomat	—	—	20,888	2.16	− 2.16
Cordoba	—	—	9,104	0.94	− 0.94
Mirada	—	—	2,977	0.31	− 0.31
Imperial	—	—	932	0.10	− 0.10
Gran Fury	—	—	12,419	1.28	− 1.28
New Yorker	—	—	56,937	5.88	− 5.88
Caravelle	—	—	1,108	0.11	− 0.11
FORD	463,296	43.62	272,642	28.15	+15.47
EXP	—	—	11,144	1.15	− 1.15
Escort	52,950	4.99	53.587	5.53	− 0.54
LN7	—	—	1,921	0.20	− 0.20
Lynx	10,718	1.01	15,937	1.65	− 0.64
Tempo	116,881	11.00	107,799	11.13	− 0.13
Topaz	58,824	5.54	39,967	4.13	+ 1.41
Crown Victoria	128,801	12.13	30,904	3.19	+ 8.94
Grand Marquis	95,122	8.95	—	—	+ 8.95
CKDS	—	—	11,383	1.17	− 1.17
GENERAL MOTORS	565,457	53.24	551,826	56.96	− 3.72
Chevrolet	N.A.	—			
Celebrity	N.A.	—			
Parisienne	N.A.	—			
Grand Prix	N.A.	—			
Bonneville	N.A.	—			
6000	N.A.	—			
Cutiass Supreme	N.A.	—			
CKDS	19,124				
VOLVO	10,438	0.98	10,390	1.07	− 0.09
TOTAL	1,062,183		968,774	100.00	

1984 CANADIAN CAR PRODUCTION TOTALS, MAKES AND MONTHS

COMPANY	JANUARY	FEBRUARY	MARCH	FIRST QUARTER	APRIL	MAY	JUNE	SECOND QUARTER	JULY	AUGUST	SEPTEMBER	THIRD QUARTER	OCTOBER	NOVEMBER	DECEMBER	FOURTH QUARTER	GRAND TOTAL
AMC—Eagle	2.556	2,429	2,072	7,057	1,214	2,067	1,947	5,228	852	1,563	2,317	4,732	1,463	2,683	1,829	5,975	22,992
FORD—Tempo	8.133	9,664	11,831	29,628	9,140	13,183	11.603	33,926	3,569	11,241	3,850	18,660	13,044	12,841	8,782	34,667	116,881
Topaz	2,523	2,689	5,343	10,555	4,793	3,776	4,358	12,927	1,742	3,953	999	6,694	3,218	23,203	2,227	28,648	58,824
Crown Victoria	10,013	9,980	12,962	32,955	12,395	13,451	10,897	36,743	3,492	13,597	11,784	28,873	12,722	9,897	7,611	30,230	128,801
Grand Marquis	6,595	7,612	7,453	21,660	7,295	7,934	9,330	24,559	3,670	7,060	7,945	18,675	10,621	11,586	8,021	30,228	95,122
Escort	1,639	1,393	2,819	5,851	4,557	6,939	6,774	18,270	2,159	6,298	1,930	10,387	6,896	7,125	4,421	18,442	52,950
Lynx	437	257	826	1,520	1,086	1,536	1,209	3,831	437	1,308	438	2,183	1,227	873	1,084	3,184	10,718
FORD TOTAL	29,340	31,595	41,234	102,169	39,266	46,819	44,171	130,256	15,069	43,457	26,946	85,472	47,728	65,525	32,146	145,399	463,296
GM—Oshawa No. 1	21,684	20,221	23,182	65,087	20,718	20,708	22,081	63,507	20,544	8,373	15,231	44,148	11,702	9,418	—	21,120	193,862
Oshawa No. 2	18,472	18,086	20,329	56,887	17,826	18,823	18,823	55,472	11,088	10,108	13,782	34,978	10,011	20,203	14,120	44,334	191,671
Ste. Therese	15,461	15,270	16,388	47,119	14,712	16,570	14,819	46,101	12,831	8,366	11,293	32,490	8,136	15,740	11,214	35,090	160,800
CKD Car	1,990	2,316	1,849	6,155	2,384	2,018	2,598	7,000	895	2,580	664	4,139	555	915	360	1,830	19,124
GM TOTAL	57,607	55,893	61,748	175,248	55,640	58,119	58,321	172,080	45,358	29,427	40,970	115,755	30,404	46,276	25,694	102,374	565,457
VOLVO	934	911	990	2,835	900	990	945	2,835	855	450	854	2,159	990	944	675	2,609	10,438
GRAND TOTAL	90,437	90,828	106,044	287,309	97,020	107,995	105,384	310,399	62,134	74,897	71,087	208,118	80,585	115,428	60,344	256,357	1,062,183



SALES/ REGISTRATIONS

CANADIAN REGISTRATIONS OF NEW VEHICLES

	Cars	Trucks	Total
1953	362,409	101,252	463,661
1954	307,651	69,955	377,606
1955	381,782	73,689	455,471
1956	404,604	85,692	490,296
1957	391,661	76,782	468,443
1958	381,591	66,034	447,625
1959	427,274	74,824	502,098
1960	450,840	73,682	524,522
1961	440,377	74,738	515,115
1962	501,030	81,495	582,525
1963	541,942	90,608	632,550
1964	607,503	104,175	711,678
1965	686,828	115,660	802,488
1966	683,639	128,506	812,145
1967	667,814	130,964	798,778
1968	737,605	142,201	879,806
1969	756,015	153,277	909,292
1970	636,206	129,359	765,565
1971	745,026	138,876	883,902
1972	812,753	180,748	993,501
1973	935,533	234,683	1,170,216
1974	901,097	287,619	1,188,716
1975	839,942	265,015	1,104,957
1976	898,253	305,606	1,203,859
1977	953,078	333,551	1,286,629
1978	958,414	349,294	1,307,708
1979	998,004	382,074	1,380,078
1980*	948,967	335,827	1,284,794
1981	891,558	281,536	1,173,094
1982	727,097	204,794	931,891
1983	830,457	223,917	1,054,374

* Incomplete.
Source: Motor Vehicle Manufacturers' Assn., Canada.

WESTERN EUROPE CAR REGISTRATIONS BY MAKE, 1984 VS. 1983

	1984	1983
Ford	1,295,800	1,299,486
Fiat-Lancia	1,285,275	1,260,869
VW-Audi	1,220,534	1,227,773
PSA Peugeot	1.164,515	1,221,029
GM	1,113,962	1,153,044
Renault	1,102,708	1,316,073
BL-Jaguar	405,444	422,185
Daimler-Benz	331,521	341,527
BMW	301,363	302,431
Nissan	279,648	284,681
Volvo	237,865	231,468
Toyota	224,452	230,367
Mazda	198,188	209,155
Alfa Romeo	180,089	174,560
Seat	153,623	124,612
Honda	111,087	101,975
Mitsubishi	109,208	100,472
Lada	90,120	99,117
Saab	62,796	63,594
Suzuki	42,833	42,720
Skoda	37,493	38,564
Subaru	30,057	29,541
Daihatsu	24,228	27,233
Porsche	19,518	21,481
Isuzu	4,020	2,315
Wartburg	2,527	3,386
Others	67,156	62,321
Totals	10,096,030	10,391,979

Source: Automotive Industry Data, Ltd. Re-use or re-publication prohibited without permission.

WESTERN EUROPE CAR REGISTRATIONS BY COUNTRY, 1984 VS. 1983

Country	1984	1983	%Change
Austria	215,646	256,676	(15.99)
Belgium	352,227	338,993	3.90
Denmark	134,345	116,238	15.58
Eire	56,141	59,132	(5.06)
Finland	126,995	119,440	6.33
France	1,757,673	2,017,617	(12.88)
Germany	2,393,939	2,426,774	(1.35)
Italy	1,636,363	1,582,170	3.43
Netherlands	461,391	459,131	0.49
Norway	107,237	109,672	(2.22)
Portugal	77,909	92,294	(15.59)
Sweden	231,121	217,123	6.45
Switzerland	273,165	275,629	(0.89)
Spain	522,228	529,391	(1.35)
UK	1,749,650	1,791,699	(2.35)
Total	10,096,030	10,391,979	(2.79)

Source: Automotive Industry Data, Ltd. Re-use, re-publication prohibited without permission.

JAPANESE-CAR SALES AND MARKET SHARES IN EUROPE

	1984 Volume (Units)	Share Mrkt. (Pct.)	1983 Volume (Units)	Share Mrkt. (Pct.)	Change '84-'83 (Pct.)
Austria	58,285	27.03	74,815	29.15	(22.09)
Belgium	70,983	20.15	77,684	22.92	(8.63)
Denmark	39,776	29.61	36,150	31.10	10.03
Eire	15,421	27.47	17,795	30.09	(13.34)
Finland	48,046	37.83	46,964	39.32	2.30
France	53,184	3.03	54,574	2.70	(2.55)
Germany	288,158	12.04	256,389	10.57	12.39
Italy	2,866	0.18	2,291	0.14	25.10
Netherlands	101,549	22.01	107,841	23.49	(5.83)
Norway	35,972	33.54	39,428	35.95	(8.77)
Portugal	5,519	7.08	7,474	8.10	(26.16)
Spain	3,742	0.72	5,759	1.09	(35.02)
Sweden	34,567	14.96	33,080	15.24	4.50
Switzerland	67,768	24.81	74,592	27.06	(9.15)
UK	197,885	11.31	193,623	10.81	2.20
Totals	1,023,721	10.14	1,028,459	9.90	0.46

Source: Automotive Industry Data, Ltd. Re-use or re-publication prohibited without permission.

WESTERN EUROPEAN CAR REGISTRATIONS AND MARKET SHARES 1984

	Austria	Belgium	Denmark	Eire	Finland	France	Germany	Italy	Netherlands	Norway	Portugal	Sweden	Switzerland	Spain	U K	Total	Mkt Share
Ford	22,476	33,942	22,634	12,143	11,203	138,235	293,745	73,394	56,221	15,797	4,262	25,539	22,993	76,245	486,971	1,295,800	12.8
Fiat Lancia	15,017	22,105	7,305	4,444	6,542	97,228	109,727	888,192	33,681	5,313	11,035	6,922	23,464	4,098	50,202	1,285,275	12.73
VAG	42,533	46,845	9,371	2,953	7,897	97,517	667,987	96,606	42,286	11,028	908	26,078	43,199	28,723	96,603	1,220,534	12.09
PSA Peugeot	14,324	48,228	9,241	2,573	8,576	582,365	95,847	108,852	48,460	6,568	10,731	7,414	23,898	102,357	95,081	1,164,515	11.53
Opel GM	26,937	41,274	19,028	8,115	10,766	76,485	389,683	53,263	71,610	13,324	10,197	22,022	38,289	50,134	282,835	1,113,962	11.03
Renault	10,036	29,232	629	4,804	906	544,968	85,169	146,455	26,070	505	27,396	2,537	15,387	148,835	59,779	1,102,708	10.92
BL	245	6,426	365	3,034	68	30,220	7,428	20,641	6,212	0	3,272	0	2,633	2,611	312,054	395,209	3.91
Daimler-Benz	7,242	8,678	932	304	2,741	19,008	233,649	15,010	9,270	1,854	2,325	6,270	5,679	4,122	14,437	331,521	3.28
BMW	7,871	9,057	2,508	413	2,508	30,220	159,374	27,498	12,903	2,202	381	4,266	12,199	4,178	25,785	301,363	2.98
Nissan	10,779	14,206	7,022	5,143	14,860	14,694	58,018	172	21,908	5,551	1,411	7,945	10,546	1,033	106,360	279,648	2.77
Volvo	3,379	7,542	5,524	941	6,046	15,778	15,335	21,188	23,507	8,435	759	62,495	6,304	1,560	59,072	237,865	2.36
Toyota	9,997	20,714	14,937	9,078	12,497	12,720	53,132	433	18,617	9,610	2,274	8,719	17,497	1,075	32,702	224,452	2.22
Mazda	20,772	10,157	12,258	1,178	8,575	14,597	63,474	68	16,848	12,166	346	10,926	8,791	527	17,505	198,188	1.96
Alfa Romeo	2,673	3,627	252	327	145	20,416	12,378	119,808	4,446	82	912	1,118	8,072	1,567	4,266	180,089	1.78
Seat	748	2,664	0	0	0	17,068	5,064	31,213	6,831	0	212	0	0	89,823	0	153,623	1.52
Honda	3,993	8,917	1,429	9	3,899	7,667	37,613	270	12,727	2,613	567	3,484	8,464	519	18,916	111,087	1.10
Mitsubishi	5,691	9,649	1,910	0	4,863	3,505	44,017	307	13,552	4,032	432	1,814	8,707	170	10,559	109,208	1,08
Lada	1,582	13,922	4,091	0	11,486	23,051	8,620	577	7,246	2,601	0	1,646	0	265	15,033	90,120	0.89
Saab	423	1,398	1,790	210	6,509	1,234	3,659	2,081	3,073	2,528	0	29,610	1,322	124	8,835	62,796	0.62
Suzuki	3,222	3,196	153	6	1,771	1	14,701	1,352	10,847	0	104	9	3,828	252	3,391	42,833	0.42
Skoda	1,134	3,250	6,736	1	2,731	3,790	1,923	1,836	3,747	522	0	286	225	289	11,023	37,493	0.37
Subaru	2,963	2,186	158	0	186	0	7,632	264	2,836	1,197	294	620	8,002	46	3,673	30,057	0.30
Daihatsu	785	1,853	1,898	7	829	0	6,542	0	4,147	803	68	1,049	1,351	117	4,779	24,228	0.24
Porsche	450	514	0	7	8	1,370	11,133	937	166	0	0	293	1,336	190	3,114	19,518	0.19
Jaguar	80	0	30	11	5	173	1,938	0	318	0	0	40	0	96	7,544	10,235	0.10
Isuzu	83	105	11	0	116	0	3,029	0	67	0	23	1	582	3	0	4,020	0.04
Wartburg	0	982	899	0	493	3	0	0	0	0	0	0	0	150	0	2,527	0.03
Others	211	1,558	3,234	440	319	5,360	3,122	25,946	3,795	506	0	18	397	3 119	19,131	67,156	0.67
TOTALS	215,646	352,227	134,345	56,141	126,995	1,757,673	2,393,939	1,636,363	461,391	107,237	77,909	231,121	273,165	522,228	1,749,650	10,096,030	100.00
Japanese	58,285	70,983	39.776	15,421	48.046	53.184	288.158	2.866	101.549	35.972	5.519	34.567	67.768	3.742	197.885	1.023.721	10.14

Source: Automotive Industry Data, Ltd. Re-use, re-publication prohibited without permission.

SALES/REGISTRATIONS

DOMESTIC-CAR SALES BY NAMEPLATE AND MONTH, 1984

Sales and Rankings, 1984 vs. 1983

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total 1984	1984 Position	Total 1983	1983 Position
Alliance	7,480	9,700	8,781	7,708	7,960	8,405	13,213	10,139	7,297	7,285	7,478	4,920	100,366	32	126,008	18
Encore	4,843	6,947	6,130	5,506	5,269	6,835	9,122	6,138	4,755	4,805	5,196	3,689	69,235	44	20,182	68
Total Renault	12,323	16,647	14,911	13,519	13,229	15,240	22,335	16,277	12,052	12,090	12,674	8,609	169,601		146,190	
Spirit	0	0	0	0	0	0	0	0	0	0	0	0	0		4,441	79
Concord	0	0	0	0	0	0	0	0	0	0	0	0	0		11,513	75
Eagle	1,948	1,795	1,877	1,405	1,902	1,460	1,428	1,254	1,387	2,002	2,231	1,660	20,654	67	31,207	59
Total AMC	1,948	1,795	1,877	1,405	1,902	1,460	1,428	1,254	1,387	2,002	2,231	1,660	20,654		47,161	
AMERICAN MOTORS	14,271	18,442	16,788	14,924	15,131	16,700	23,763	17,531	13,439	14,092	14,905	10,269	190,255		193,351	
Horizon	6,229	6,949	7,758	6,764	6,832	5,975	6,294	5,849	5,999	6,874	7,020	5,755	78,298	39	56,763	43
Turismo	2,977	3,735	4,193	4,467	4,639	4,620	4,571	4,125	3,607	3,796	3,538	2,841	47,109	53	36,497	54
Reliant	12,188	12,771	14,001	12,964	15,635	14,874	9,537	7,035	8,624	11,932	9,721	8,872	138,154	20	157,247	13
Caravelle	0	0	0	0	0	0	0	46	966	2,249	3,116	2,697	9,074	76	0	
Plymouth	643	1,102	1,271	1,968	2,122	1,772	1,760	1,303	1,219	1,260	1,183	1,006	16,609	72	15,101	71
Total Plymouth	22,037	24,557	27,223	26,163	29,228	27,241	22,162	18,358	20,415	26,111	24,573	21,171	289,244		265,608	
Laser	3,947	4,634	4,688	4,847	5,533	5,665	4,813	3,925	3,849	4,137	3,826	3,267	53,131	51	11,097	73
LeBaron K	2,855	7,964	8,840	8,931	9,861	9,882	9,815	7,861	7,455	8,103	7,320	6,452	98,830	33	80,309	35
LeBaron GTS	0	0	0	0	0	0	0	0	0	55	651	1,788	2,494	77	0	
Cordoba	31	39	0	0	0	0	0	0	0	0	0	0	136	81	10,352	76
Fifth Avenue	2,098	5,658	6,840	7,069	6,794	6,829	9,468	9,382	8,834	11,428	9,071	8,153	94,340	34	73,729	38
E-Class	1,269	2,665	2,966	2,817	3,026	2,425	2,315	2,356	6,769	6,628	5,655	4,737	40,265	57	35,283	55
Chrysler	1,653	4,535	4,918	4,304	4,559	4,180	4,819	4,072	0	0	0	0	39,303	58	50,091	47
Total Chrysler	9,799	25,495	28,252	27,968	29,773	28,981	30,600	27,596	26,907	30,351	26,523	24,397	328,499		260,861	
Total Imperial	0	0	0	0	0	0	0	0	0	0	0	0	0		1,176	82
Omni	5,514	5,536	6,278	6,084	5,899	5,700	5,687	5,138	5,177	6,427	5,698	4,795	67,933	45	50,451	45
Charger	3,359	4,532	4,928	5,064	4,959	4,623	4,754	4,486	4,044	4,370	3,749	3,072	51,940	52	45,975	49
Daytona	3,221	3,605	4,341	4,360	4,339	4,637	3,677	3,111	3,346	3,550	3,700	2,830	44,717	54	8,761	77
Aries	8,997	10,661	10,556	8,953	11,669	11,720	7,677	5,656	7,648	11,406	9,113	7,928	111,984	27	119,400	21
Lancer	0	0	0	0	0	0	0	0	0	37	520	1,423	1,980	78	0	
Dodge 400/600	1,419	1,878	2,281	2,273	2,482	2,493	2,341	1,918	0	0	0	0	18,953	68	28,488	60
Diplomat	540	1,114	2,288	2,517	2,750	3,603	3,007	2,053	2,165	2,855	2,567	3,164	28,623	65	22,603	66
Mirada	159	91	0	0	0	0	0	0	0	0	0	0	282	80	4,417	80
Dodge 600	2,489	2,956	3,106	3,542	3,781	3,303	2,786	2,420	4,828	5,784	5,295	4,453	42,843	55	33,882	57
Total Dodge	25,698	30,373	33,778	32,793	35,879	36,079	29,929	24,782	27,208	34,429	30,642	27,665	369,255		313,977	
CHRYSLER CORP.	69,391	80,425	89,253	86,924	94,880	92,301	82,691	70,736	74,530	90,891	81,743	73,233	986,998		841,622	
EXP	1,408	2,142	2,493	2,684	2,858	2,683	2,323	2,284	2,689	3,370	3,061	2,718	31,213	61	15,574	69
Escort	25,388	28,143	32,558	29,050	31,953	31,452	27,510	25,470	29,067	34,759	31,304	26,924	353,578	2	326,333	2
Mustang	10,561	12,371	11,184	10,371	12,529	12,118	11,163	10,600	9,820	13,348	11,995	12,236	138,296	19	116,976	22
Tempo	18,666	22,567	23,818	18,484	20,142	23,589	22,232	19,191	20,876	24,192	20,415	21,360	256,532	7	136,148	16
Fairmont	0	0	0	0	0	0	0	0	0	0	0	0	0		37,521	53
Granada	0	0	0	0	0	0	0	0	0	0	0	0	0		3,751	81
Thunderbird	11,808	14,217	15,705	13,198	13,152	12,981	12,124	10,828	10,290	14,978	12,155	13,430	154,865	17	134,710	17
LTD	14,366	15,617	18,755	18,316	18,702	16,630	15,091	12,559	18,866	21,055	14,331	12,619	196,907	11	165,396	12
Crown Victoria	10,352	13,263	16,029	16,198	16,141	16,576	15,312	11,900	13,978	15,802	12,314	11,388	169,253	14	119,905	19
FORD DIVISION	93,549	108,320	120,541	108,301	115,477	116,029	106,255	92,832	105,586	127,504	105,575	100,675	1,300,644		1,060,314	
LN7	0	0	0	0	0	0	0	0	0	0	0	0	0		4,694	78
Lynx	4,939	5,546	6,447	5,363	6,104	6,022	4,879	4,841	5,566	6,904	6,275	4,839	67,725	46	78,876	37
Topaz	5,394	6,385	7,199	5,732	6,134	6,358	5,687	6,013	5,858	7,869	6,072	4,753	73,454	41	41,796	51
Zephyr	0	0	0	0	0	0	0	0	0	0	0	0	0		11,583	74
Cougar Monarch	0	0	0	0	0	0	0	0	0	0	0	0	0		906	83
XR7 Cougar	7,842	10,658	10,368	10,551	10,374	10,360	9,326	10,900	9,177	12,610	9,956	8,839	120,964	25	87,027	31
Capri	1,726	2,057	1,808	1,288	1,623	1,570	1,426	1,254	878	1,355	1,346	1,408	17,739	70	22,708	65
Marquis	7,275	8,626	9,074	8,634	10,010	10,154	8,791	8,956	9,408	8,504	8,967	6543	103,722	28	65,184	41
Grand Marquis	8,655	11,912	13,957	12,243	13,769	13,651	13,429	11,712	11,043	13,158	9,395	9,720	143,594	18	96,659	25
Total Mercury	35,831	45,184	48,853	43,811	48,014	48,115	43,538	43,676	41,930	50,400	41,744	36,102	527,198		409,433	
Continental	1,726	1,829	2,052	1,709	3,044	4,635	4,621	2,865	1,926	2,236	1,995	2,472	31,110	62	13,691	72
Lincoln	3,608	6,540	8,930	7,732	8,455	7,500	6,197	7,884	5,881	10,504	8,450	9,188	90,869	37	59,626	42
Mark VII	4,508	3,297	3,161	2,502	3,016	2,917	1,957	1,678	1,698	1,368	1,721	1,673	29,496	64	28,257	61
Total Lincoln	9,842	11,666	14,143	11,943	14,515	15,052	12,775	12,427	9,505	14,108	12,166	13,333	151,475		101,574	
L-M Division	45,673	56,850	62,996	55,754	62,529	63,167	56,313	56,103	51,435	64,508	53,910	49,435	678,673		511,007	
FORD MOTOR	139,222	165,170	183,537	164,055	178,006	179,196	162,568	148,935	157,021	192,012	159,485	150,110	1,571,321		1,571,321	
Skyhawk	6,484	7,943	10,946	12,201	14,976	12,766	12,732	11,860	9,326	7,786	8,732	6,106	121,858	24	72,998	39
Skylark	7,139	7,930	8,996	10,922	10,845	9,869	7,111	6,326	10,264	10,517	7,104	7,566	104,589	28	102,763	24
Somerset Regal	0	0	0	0	0	0	0	0	66	4,318	4,648	4,779	13,811	74	0	
Century	15,091	15,560	21,339	21,510	21,150	16,896	16,749	17,405	15,783	22,002	17,265	16,292	217,042	9	150,280	15
Regal	16,098	16,948	18,155	17,649	19,836	17,010	16,396	14,536	11,661	14,277	10,754	8,865	182,185	13	234,035	5
LeSabre	12,568	13,184	15,279	14,025	14,813	13,006	13,165	13,885	12,293	16,740	13,309	12,047	164,314	16	151,555	14
Electra	6,676	6,277	5,807	9,480	9,991	8,526	7,681	6,812	5,247	6,299	5,807	5,811	84,414	38	80,106	36
Riviera	4,494	4,409	5,053	4,998	4,805	4,037	3,447	3,536	3,371	6,315	4,831	4,102	53,398	50	53,346	44
Buick Div.	68,550	72,251	85,575	90,785	96,416	82,110	77,281	74,360	68,011	88,254	72,450	65,568	941,611		845,083	
Cimarron	1,578	1,699	1,572	1,326	1,621	1,376	1,839	1,680	1,663	1,542	1,129	989	18,014	69	19,188	70
Seville	2,753	2,977	3,226	3,133	3,518	3,023	2,829	2,460	2,547	3,625	3,229	2,929	35,349	59	33,522	58
Cadillac	14,332	14,809	16,037	20,052	18,391	17,885	17,640	17,460	12,961	17,582	13,648	14,380	195,177	12	176,003	11
Eldorado	5,340	5,830	5,920	5,715	6,476	5,911	5,665	5,144	5,549	7,100	6,411	5,516	70,577	42	71,624	40
Cadillac Div.	24,003	25,315	26,755	30,226	30,006	28,195	27,973	26,744	22,720	29,849	24,417	23,814	320,017		300,337	
Chevette	15,248	14,480	20,624	15,004	18,514	13,172	14,389	12,622	11,709	9,805	9,422	9,928	164,917	15	178,759	9
Cavalier	24,963	26,499	33,387	35,102	41,627	35,035	35,314	31,495	33,407	27,671	26,720	26,325	377,446	1	259,397	3
Citation	6,013	5,218	15,216	10,051	10,182	9,153	8,985	4,560	5,429	7,257	5,085	5,025	92,174	36	92,379	27
Camaro	12,979	15,769	18,684	18,344	23,210	19,732	19,200	17,404	14,944	12,014	15,661	13,231	202,172	10	178,266	10
Celebrity	22,506	24,373	32,135	30,645	38,265	29,951	28,942	21,883	19,218	29,117	23,118	22,045	322,198	3	180,627	8
Malibu	329	212	135	99	70	30	6	0	0	0	0	0	881	79	85,148	32
Monte Carlo	10,650	11,586	14,052	12,749	13,744	10,176	9,681	8,237	5,616	7,702	5,977	5,760	115,930	26	105,797	23
Chevrolet	19,423	19,948	23,169	23,879	29,495	24,685	23,818	20,145	17,177	23,999	16,709	16,456	258,902	5	238,930	4
Corvette	2,218	2,590	2,745	2,491	2,600	1,892	2,013	2,212	1,996	3,034	3,554	3,079	30,424	63	28,144	62
Chevrolet Div.	114,329	121,675	160,147	148,363	177,707	143,826	142,348	118,558	109,496	120,599	106,246	101,849	1,565,143		1,347,447	
Firenza	4,159	4,871	5,481	5,222	6,528	7,708	5,789	4,640	4,661	4,861	4,567	3,969	62,456	48	44,753	50
Omega	3,243	3,837	3,964	4,674	5,137	4,870	3,290	2,292	1,088	788	920	0	34,103	60	49,818	48
Calais	0	0	0	0	0	0	0	0	29	3,289	5,418	6,145	14,881	73	0	
Ciera	19,258	20,235	25,174	23,744	28,335	25,308	22,069	18,609	10,615	15,310	16,187	17,365	242,209	8	191,720	7
Supreme	28,358	33,622	35,133	33,708	34,348	27,690	21,679	16,113	15,578	20,838	18,552	16,468	302,087	4	331,179	1
Olds 88	19,789	21,752	25,455	25,353	27,967	26,654	23,890	20,256	13,681	20,556	16,002	16,942	258,297	6	228,770	6
Olds 98	10,279	9,261	7,732	5,932	7,309	8,253	8,071	9,074	8,693	9,644	7,663	8,508	100,419	31	119,528	20
Toronado	3,299	3,278	3,398	3,472	3,841	3,842	3,596	3,038	2,939	4,402	3,497	3,003	41,605	56	41,791	52
Oldsmobile Div.	88,385	96,856	106,337	102,105	113,465	104,325	88,384	74,022	57,284	79,688	72,801	72,401	1,056,053		1,007,559	
Fiero	8,043	9,692	11,316	9,634	9,954	7,142	8,613	8,560	6,175	6,486	4,521	3,349	93,485	35	22,591	67
1000	2,142	2,199	2,568	2,385	2,592	2,392	2,778	2,501	1,987	2,079	2,075	2,306	28,004	66	34,173	56
2000 Sunbird	7,766	8,512	11,927	11,092	14,984	12,903	12,260	11,191	10,279	8,548	9,592	7,862	126,916	22	88,313	30
Phoenix	1,128	1,038	1,308	1,353	1,789	1,893	1,413	1,052	771	703	483	271	13,202	75	24,362	64
Firebird	6,556	8,685	10,370	9,389	11,900	9,065	9,876	8,637	6,808	5,478	8,151	6499	101,414	30	90,777	28
Grand Am	0	0	0	0	0	0	0	0	26	4,825	5,905	5,995	16,751	71	0	
6000	9,055	10,740	13,010	12,018	13,910	11,144	10,915	6,990	8,611	10,287	8,715	10,433	125,828	23	92,513	26
Bonneville	5,474	6,588	6,994	6,339	7,157	6,152	5,614	4,724	3,945	4,679	3,584	4,137	65,387	47	84,122	34
Grand Prix	5,590	6,288	7,741	7,372	8,393	6,464	6,152	5,288	4,399	5,912	3,831	4,179	71,609	43	89,355	29
Parisienne	3,658	4,071	5,414	4,847	5,393	4,916	5,251	5,025	4,691	7,688	5,607	5,523	62,084	49	26,929	63
Pontiac Div.	49,412	57,813	70,648	64,429	76,076	62,071	62,872	53,968	47,692	56,685	52,464	50,554	704,684		553,135	
GENERAL MOTORS	344,679	373,910	449,462	435,908	493,670	420,527	398,858	347,652	305,203	375,075	328,378	314,186	4,587,508		4,053,561	
VOLKSWAGEN	7,219	6,654	7,090	7,119	9,220	6,599	6,608	6,398	4,814	4,210	4,151	3,762	73,838	40	85,045	33
HONDA	8,647	10,415	10,034	12,161	12,366	12,047	9,624	12,217	11,665	13,283	12,030	9,112	133,601	21	50,402	46
DOMESTIC TOTAL	583,429	655,016	756,164	721,091	803,273	727,370	684,112	603,469	566,672	689,563	600,692	560,872	7,951,517		6,795,302	

SALES/REGISTRATIONS

NEW - CAR SALES BY MARKET CLASS

BY MONTH, JANUARY, 1977-FEBRUARY, 1985

		Subcompact	Compact	Intermediate	Standard	Luxury	Import	Total Sales
January	1977	8.81	20.30	28.08	20.57	5.21	17.03	724,725
	1978	9.75	21.67	24.66	18.31	4.99	20.62	686,396
	1979	12.27	20.12	23.98	18.93	6.97	17.73	783,489
	1980	14.38	19.68	21.13	12.65	5.14	27.02	805,378
	1981	16.42	19.68	21.49	10.41	4.59	27.41	647,197
	1982	16.22	17.31	19.95	10.15	5.29	31.08	534,310
	1983	11.32	14.97	24.67	12.98	5.37	30.69	595,746
	1984	14.21	16.92	25.95	9.75	8.11	25.06	778,558
	1985	13.67	17.87	26.07	9.89	7.66	24.90	836,221
February	1977	7.94	20.86	27.65	20.61	5.15	17.79	810,078
	1978	10.40	21.36	25.24	19.25	4.60	19.15	776,672
	1979	14.19	20.99	21.81	16.85	6.49	19.67	841,262
	1980	15.33	20.72	20.07	12.46	4.33	27.09	810,905
	1981	18.59	20.43	19.41	8.61	4.14	28.82	763,664
	1982	18.91	20.20	19.19	8.96	5.02	27.72	632,203
	1983	11.79	14.85	24.68	13.87	5.17	29.64	628,853
	1984	14.85	18.24	25.56	10.28	7.93	22.14	841,234
	1985	15.82	17.39	26.36	9.68	7.80	23.05	838,607
March	1977	7.04	21.22	28.60	20.83	4.92	17.39	1,083,819
	1978	10.45	21.56	25.99	18.73	5.19	18.08	1,077,650
	1979	15.10	20.62	20.53	15.43	5.76	22.53	1,115,671
	1980	16.33	22.51	21.27	10.98	3.82	25.09	894,636
	1981	16.08	24.63	22.38	7.83	3.79	25.29	962,405
	1982	18.86	20.42	20.83	9.21	4.78	25.90	776,793
	1983	12.20	15.53	25.58	14.26	5.57	25.86	820,782
	1984	14.55	18.05	27.83	10.67	7.36	21.54	963,783
April	1977	7.65	21.08	27.01	19.62	4.57	20.07	1,028,369
	1978	10.00	22.23	26.25	19.41	4.85	17.26	1,042,940
	1979	12.98	24.21	20.70	14.20	5.26	22.65	987,302
	1980	15.34	21.99	21.04	10.35	4.09	27.19	742,607
	1981	15.68	19.62	20.10	10.54	5.13	28.93	750,977
	1982	15.48	17.96	23.14	12.10	5.91	25.41	668,463
	1983	13.03	15.77	27.18	14.38	5.61	24.03	763,375
	1984	14.32	18.09	28.54	11.28	8.30	19.47	895,402
May	1977	7.73	20.65	27.39	18.86	4.49	20.88	1,053,393
	1978	10.16	21.34	26.93	19.60	5.04	16.93	1,159,185
	1979	13.52	24.38	19.85	13.49	4.49	24.27	1,052,169
	1980	13.91	22.27	19.92	11.14	4.41	28.35	695,606
	1981	17.20	19.04	20.06	10.32	4.80	28.58	733,763
	1982	16.04	17.78	24.09	11.63	5.94	24.52	773,864
	1983	13.17	16.57	26.70	13.56	5.31	24.69	836,561
	1984	13.28	18.62	26.62	10.74	7.48	23.26	1,046,805
June	1977	8.31	21.44	28.15	19.96	4.48	17.66	1,116,214
	1978	9.59	21.79	27.50	20.21	4.43	16.48	1,137,249
	1979	13.75	24.89	21.20	13.56	4.13	22.47	904,000
	1980	14.52	21.32	21.30	11.69	4.02	27.15	701,345
	1981	17.34	19.51	19.69	10.53	4.52	28.41	723,342
	1982	15.13	16.68	21.47	11.19	4.92	30.61	650,523
	1983	13.86	17.60	25.01	12.75	4.74	26.04	903,427
	1984	13.46	19.20	24.88	11.03	7.91	23.52	951,058
July	1977	7.78	21.24	26.61	20.21	4.27	19.89	912,523
	1978	9.45	21.20	27.10	19.50	4.70	18.02	929,352
	1979	13.71	23.11	21.96	14.50	4.54	22.18	884,579
	1980	14.30	19.49	20.71	11.34	4.40	29.76	771,991
	1981	16.76	20.27	18.47	10.49	4.42	29.59	706,040
	1982	16.07	16.09	20.59	10.77	4.80	31.68	629,272
	1983	11.76	17.13	26.05	12.85	5.11	27.10	791,310
	1984	14.53	18.91	24.00	11.19	8.22	23.15	890,202
August	1977	9.55	20.64	23.69	19.83	4.36	21.93	930,422
	1978	10.62	20.48	26.31	16.62	4.42	21.55	957,260
	1979	10.33	21.72	23.69	16.68	4.59	22.99	915,550
	1980	16.77	19.30	20.75	10.17	4.03	28.98	684,928
	1981	18.62	20.70	20.61	10.53	4.69	24.85	800,725
	1982	16.07	16.75	19.46	10.09	4.89	32.74	608,752
	1983	11.15	16.11	26.56	12.41	5.51	28.26	740,073
	1984	14.45	18.12	22.10	10.58	8.78	25.97	815,199
September	1977	10.55	20.00	21.58	21.85	5.34	20.68	827,800
	1978	10.65	21.60	26.35	16.02	5.35	20.03	828,150
	1979	9.51	24.63	24.12	14.92	4.58	22.24	772,312
	1980	17.15	18.82	22.38	9.78	4.27	27.60	671,005
	1981	18.69	19.33	21.64	10.73	5.15	24.46	686,413
	1982	19.10	15.42	21.62	10.85	5.80	27.21	671,051
	1983	12.34	16.37	29.52	12.10	6.08	23.59	704,470
	1984	15.03	19.31	23.32	10.25	8.29	23.80	743,640
October	1977	9.02	23.26	25.63	21.92	6.00	14.17	1,013,520
	1978	8.85	23.01	27.85	19.48	6.33	14.48	1,033,680
	1979	13.09	20.91	25.93	14.58	6.40	19.09	890,827
	1980	16.02	21.52	24.97	10.77	5.12	21.60	846,776
	1981	17.58	19.98	21.79	10.34	6.08	24.23	648,184
	1982	14.98	16.43	22.99	13.17	6.77	25.66	656,250
	1983	12.68	16.72	29.31	12.42	6.07	22.80	860,318
	1984	13.54	16.43	25.89	11.31	9.26	23.57	902,263
November	1977	9.41	21.36	26.44	20.55	5.96	16.28	880,762
	1978	9.35	22.21	25.99	20.12	7.01	15.32	908,825
	1979	11.92	20.82	24.20	14.17	6.71	22.18	770,052
	1980	15.42	22.20	22.26	10.84	5.15	24.13	697,635
	1981	17.20	20.33	19.44	11.04	5.83	26.16	584,665
	1982	16.58	17.79	22.33	12.00	6.40	24.90	743,205
	1983	13.35	16.98	26.87	12.20	6.24	24.36	780,704
	1984	14.08	17.79	24.54	9.72	8.70	25.17	802,708
December	1977	9.24	21.36	25.20	19.68	5.74	18.78	795,291
	1978	10.19	22.00	24.56	19.54	7.62	16.09	769,352
	1979	12.50	20.91	21.69	14.94	6.35	23.61	725,317
	1980	15.51	21.41	20.23	10.51	4.97	27.37	649,101
	1981	14.65	16.57	19.58	11.29	6.30	31.61	522,816
	1982	15.93	16.67	20.27	11.72	6.32	29.09	631,875
	1983	14.35	17.43	25.37	9.12	8.09	25.64	752,288
	1984	12.39	17.07	25.26	10.04	9.06	26.18	759,486
Total for Year	1977	8.52	21.16	26.40	20.37	5.00	18.55	*11,178,554
	1978	8.77	22.90	26.60	18.42	5.62	17.69	*11,303,909
	1979	12.86	20.89	23.79	15.14	5.47	21.85	*10,641,679
	1980	15.41	20.96	21.37	11.09	4.48	26.69	*8,973,345
	1981	17.11	20.22	20.40	10.16	4.86	27.25	*8,531,531
	1982	16.65	17.51	19.03	13.39	5.58	27.84	*7,977,570
	1983	12.65	16.75	26.17	9.97	8.50	25.96	*9,178,101
	1984	14.04	18.08	25.54	10.61	8.25	23.48	*10,391,775

*—Import yearly total adjusted in each grand total

IMPORT SALES BY NAMEPLATE 1984 VS. 1983

	Calendar Year 1984	Calendar Year 1983
Alfa Romeo	3,702	3,002
Audi	71,237	47,936
4000	10,430	12,266
4000d	—	956
4000S	4,890	—
4000S Quattro	3,983	—
5000S	41,651	23,382
5000S turbo gas	6,667	1,962
5000d/td	—	5,188
Quattro turbo	65	240
Coupe	3,520	3,358
Tourist	—	4
BMW	70,897	59,242
318/320	28,674	34,619
325e	15,773	—
528/533	15,395	16,004
633csi	2,695	2,613
733	8,359	6,007
Chevrolet Spectrum	2,077	—
Chevrolet Sprint	10,927	—
Chrysler Mitsubishi	91,718	103,569
Colt (Dodge/Plymouth)	69,379	73,671
Conquest/Sap./Chal.	7,069	25,595
Vista (Dodge/Plymouth)	15,270	4,303
Fiat	316	6,184
Honda	374,819	350,670
Civic	137,405	127,856
Civic CRX	47,445	9,891
Accord	123,045	171,735
Prelude	66,924	41,188
I.A.I.	1,466	—
Isuzu	17,233	20,731
I-Mark	4,427	11,877
Impulse	12,806	8,856
Jaguar	13,044	15,815
XJ6	14,564	13,110
XJS	3,480	2,705
Lancia	21	637
Maserati Biturbo	2,023	—
Mazda	169,666	173,388
GLC	45,221	51,313
626	71,407	69,561
RX-7	53,038	52,514
Mercedes-Benz	79,222	73,692
190D	5,309	1,551
190E	17,704	2,629
240D	26	9,728
300D	16,659	19,193
300CD	1,539	2,002
300TD	2,465	2,811
300SD	12,189	18,759
380SE	7,135	928
500SEL	4,557	4,879
380SL/SLC	9,288	9,253
500SEC	1,651	1,959
Mitsubishi	39,104	32,755
Starion	6,375	6,209
Cordia	13,194	12,799
Tredia	13,724	13,747
Mirage	3,101	—
Galant	2,710	—
Nissan	485,298	521,902
Sentra	189,480	209,861
Pulsar	37,287	62,183
Stanza	44,613	64,429
Maxima	68,209	76,209
200SX	63,465	31,158
300ZX	73,097	71,144
Hawaii	9,141	6,918
Peugeot	20,007	15,241
Porsche	20,024	21,831
944	12,784	13,012
911	4,320	5,421
928	2,327	2,552
Tourist	593	1,088
Renault	12,243	33,229
LeCar	—	11,148
18i	2,971	6,053
Fuego	9,272	16,128
Rolls-Royce	1,083	1,046
Saab	33,631	26,323
900	8,369	7,094
900S	9,993	5,622
Turbo	14,408	12,117
Tourist	863	490
Subaru	157,385	156,840
Toyota	557,981	555,766
Starlet	259	6,717
Corolla	157,876	143,430
Tercel	103,013	147,965
Celica	85,213	117,836
Supra	29,871	26,972
Camry	93,725	52,666
Cressida	34,456	39,755
Land Cruiser	4,037	4,805
Van	33,626	8,084
4Runner SR5	6,498	—
Hawaii	9,404	7,536
Volkswagen	103,479	77,009
Rabbit Convertible	11,552	9,612
Jetta	37,975	22,018
Vanagon	17,985	15,193
Quantum	18,645	16,486
Scirocco	17,245	13,705
Volvo	99,541	88,857
DL	44,339	44,505
GL	24,271	16,427
GLT Turbo	9,866	13,198
GLE	—	212
DL/GL	5,589	4,582
Coupe	—	13
740GLE	1,360	—
740 Turbo	46	—
760	4,078	6,524
760 TurboDiesel	3,485	2,223
760 GT	4,794	—
Tourist	1,626	1,175
TOTAL	2,441,713	2,386,064

DOMESTIC SALES

Retail sales of U.S. new cars

1958	4,289,099
1959	5,485,524
1960	6,142,402
1961	5,556,102
1962	6,752,919
1963	7,334,200
1964	7,616,858
1965	8,763,197
1966	8,376,993
1967	7,567,884
1968	8,624,819
1969	8,464,375
1970	7,115,537
1971	8,676,284
1972	9,321,502
1973	9,669,689
1964	7,448,921
1975	7,050,120
1976	8,606,573
1977	9,104,454
1978	9,307,998
1979	8,315,622
1980	6,578,275
1981	6,206,296
1982	5,756,660
1983	6,795,302
1984	7,951,517

IMPORT SALES

Retail Sales of Imported Cars

1966	651,000
1967	769,300
1968	1,030,700
1969	1,117,700
1970	1,287,520
1971	1,565,500
1972	1,621,900
1973	1,776,900
1974	1,403,035
1975	1,577,000
1976	1,493,000
1977	2,071,100
1978	2,000,500
1979	2,327,932
1980	2,396,934
1981	2,326,376
1982	2,221,517
1983	2,385,734
1984	2,441,713

TOTAL U.S. SALES

Retail sales: Domestics and Imports

1966	9,027,993
1967	8,337,184
1968	9,655,519
1969	9,582,075
1970	8,403,057
1971	10,241,784
1972	10,943,402
1973	11,446,589
1974	8,851,956
1975	8,627,120
1976	10,099,573
1977	11,175,554
1978	11,308,498
1979	10,643,554
1980	8,975,209
1981	8,532,672
1982	7,978,177
1983	9,181,036
1984	10,393,230

SALES/REGISTRATIONS

SALES OF DIESEL-POWERED NEW CARS IN THE U.S.

	1984 Sales	Percent Share of Market	1983 Sales	Percent Share of Market	1982 Sales	Percent Share of Market	1981 Sales	Percent Share of Market	1980 Sales	Percent Share of Market
Buick	3,379	2.17	11,121	6.32	30,417	9.71	48,627	9.52	19,790	5.04
Cadillac	1,560	1.00	3,984	2.27	16,939	5.40	40,241	7.88	41,860	10.67
Chevrolet*	11,452	7.36	4,877	2.77	27,549	8.79	27,600	5.40	12,450	3.17
Oldsmobile	15,106	9.71	33,174	18.86	75,482	24.08	155,859	30.52	126,853	32.32
Pontiac	874	0.56	2,288	1.30	6,312	2.01	32,633	6.39	13,475	3.43
GM	32,371	20.80	55,444	31.52	156,699	49.99	304,960	59.71	214,428	54.63
Ford Motor Co.	35,352	22.72	3,100	1.76	—	—	—	—	—	—
VW	22,468	14.44	29,844	16.97	59,887	19.11	118,585	23.22	116,300	29.63
Audi	13	0.01	6,144	3.49	7,415	2.37	6,434	1.26	8,035	2.05
VWoA	22,481	14.45	35,988	20.46	67,302	21.48	125,019	24.48	124,335	31.68
Mercedes-Benz	38,887	24.99	54,044	30.73	52,051	16.61	49,354	9.67	39,262	10.00
Peugeot	4,104	2.64	5,454	3.10	9,637	3.07	14,341	2.81	10,337	2.63
Volvo	9,074	5.83	7,436	4.23	7,405	2.37	1,954	0.38	4,158	1.06
Nissan	4,063	2.61	5,894	3.35	8,836	2.82	4,683	0.92	—	—
Toyota	8,348	5.37	2,220	1.26	—	—	—	—	—	—
Isuzu	915	0.59	6,317	3.59	11,477	3.66	10,368	2.03	—	—
Diesel Total	155,595	100.00	175,897	100.00	313,407	100.00	510,679	100.00	392,520	100.00
Total U.S. new-car sales	10,393,230	1.50	9,181,036	1.92	7,978,177	3.93	8,532,672	5.98	8,975,209	4.37

*Production 1984 Model Year

1984 IMPORT-CAR SALES

	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1984 Total
Honda	35,262	31,988	36,592	27,850	34,299	29,882	30,255	28,019	26,674	35,177	31,985	26,836	374,819
Isuzu	1,202	1,453	1,014	997	1,676	1,651	1,499	1,842	1,665	1,638	1,404	1,192	17,233
Mazda	13,235	12,259	14,930	11,229	16,154	14,223	16,269	15,024	14,874	15,065	12,942	13,462	169,666
Mitsubishi	3,333	3,250	3,304	2,584	4,016	3,106	2,579	2,755	3,763	4,179	3,283	2,952	39,104
Nissan	37,036	35,056	43,024	30,357	52,374	46,398	42,183	46,832	33,767	42,059	38,390	37,822	485,298
Subaru	13,450	13,424	11,637	11,427	14,305	14,306	15,097	11,968	15,179	12,090	11,740	12,762	157,385
Toyota	39,992	39,879	39,274	31,971	60,506	57,836	51,962	57,556	34,805	49,787	47,346	47,067	557,981
Chevrolet	—	—	—	—	732	2,346	1,436	1,583	1,215	1,210	1,847	2,635	13,004
Chrysler	9,260	6,587	6,624	5,538	5,285	6,425	7,107	8,084	8,370	11,047	9,179	8,212	91,718
JAPANESE MODELS	152,770	143,896	156,399	121,953	189,347	176,173	168,387	173,663	140,312	172,252	158,116	152,940	1,906,208
Audi	5,230	5,432	6,634	7,093	7,620	7,814	4,013	4,357	5,781	6,020	5,432	5,811	71,237
BMW	4,263	5,242	5,890	7,438	7,457	6,655	5,066	4,283	5,463	5,971	5,034	8,135	70,897
Mercedes-Benz	6,381	6,256	7,947	7,097	6,919	5,926	2,343	5,998	5,710	6,890	8,669	9,086	79,222
Porsche	1,925	2,027	2,319	2,312	2,162	1,713	659	1,439	1,110	1,375	1,558	1,797	20,396
Volkswagen	8,424	9,265	10,487	9,926	12,582	8,837	7,924	6,910	6,696	5,850	7,804	8,774	103,479
GERMAN MODELS	26,223	28,222	33,277	33,866	36,740	30,945	20,005	22,987	24,760	26,106	28,497	33,603	345,231
Alfa Romeo	158	210	341	312	350	360	325	547	250	235	312	302	3,702
Jaguar	1,055	1,030	1,786	1,571	1,603	1,829	1,329	1,300	1,166	1,517	1,719	2,139	18,044
Maserati*	—	—	—	—	—	240	218	175	185	140	100	90	2,023
Peugeot	1,512	1,507	1,672	1,606	1,743	1,553	1,652	1,647	1,635	1,745	1,795	1,940	20,007
Renault	1,311	821	1,123	953	937	1,341	1,114	1,301	777	710	978	877	12,243
Rolls-Royce	—	—	—	—	—	—	—	—	—	—	—	—	1,083
Saab	2,708	2,428	3,279	3,609	2,602	3,436	2,663	2,367	1,749	2,898	2,814	2,997	33,631
Volvo	9,392	8,104	9,742	10,360	10,210	9,206	10,142	7,543	6,171	7,072	7,405	4,194	99,541
OTHER MODELS	16,136	14,100	17,943	18,492	17,445	17,965	17,443	14,880	11,933	14,317	15,123	12,539	190,274
TOTAL IMPORTED CARS	195,129	186,218	207,619	174,311	243,532	225,083	205,835	211,530	177,005	212,675	201,736	199,082	2,441,713
Japanese pct. of import sales	78.29	77.27	75.33	69.96	77.75	78.27	81.81	82.10	79.27	80.99	78.38	76.82	78.10
Total U.S. sales (domestic and import)	778,558	841,234	963,783	895,402	1,046,805	952,453	889,947	814,993	743,677	902,238	802,428	759,754	10,393,230
Japanese pct. of total U.S. sales	19.62	17.10	16.23	13.62	18.09	18.50	18.92	21.31	18.87	19.09	19.70	20.13	18.34
Import pct. of total U.S. sales	25.06	22.14	21.54	19.47	23.26	23.63	23.13	25.96	23.80	23.57	25.14	26.20	23.49

*—Maserati monthly totals not available for January-May. Rolls-Royce monthly totals not available. Therefore, monthly totals will not add to full-year import total.

IMPORTED NEW-CAR SALES IN U.S. SINCE 1974

	1984	1983	1982	1981	1980	1979	1978	1977	1976	1975	1974
Alfa Romeo	3,702	3,002	2,194	2,301	3,000	4,011	6,237	6,712	5,283	5,342	3,139
Audi	71,237	47,936	45,954	50,817	42,483	42,709	40,878	35,854	33,316	50,680	50,432
BMW	70,897	59,242	52,393	41,761	37,071	34,521	31,457	28,776	26,040	19,419	15,007
Capri	—	—	—	—	—	—	4,079	22,458	29,904	54,586	75,260
Challenger/Conquest	3,725	14,024	14,128	12,690	12,924	14,166	17,649	1,832	—	—	—
Chevrolet Spectrum	2,077	—	—	—	—	—	—	—	—	—	—
Chevrolet Sprint	10,927	—	—	—	—	—	—	—	—	—	—
Champ/Colt	32,819	34,513	—	42,128	55,474	48,680	28,296	47,345	30,430	—	—
Colt	36,560	39,158	75,031	42,796	50,680	62,705	44,570	70,679	48,542	60,356	42,925
DeLorean	—	—	2,830	3,009	—	—	—	—	—	—	—
Ferrari	N.A.	N.A.	N.A.	N.A.	779	679	617	N.A.	N.A.	N.A.	N.A.
Fiat	N.A.	6,184	14,113	32,185	37,814	58,934	80,435	63,479	61,540	100,511	72,209
Fiesta	—	—	—	32,856	68,595	78,109	76,145	40,549	—	—	—
Honda	374,819	350,670	365,865	370,705	375,388	353,291	274,876	223,633	150,929	102,383	43,119
Isuzu	17,233	20,731	15,462	17,805	—	—	—	—	—	—	—
Jaguar	18,044	15,815	10,349	4,695	3,029	3,746	4,782	4,349	7,384	6,799	5,299
Lancia	—	637	1,174	1,068	2,100	1,602	2,811	5,500	—	—	—
Maserati Biturbo	2,023	—	—	—	—	—	—	—	—	—	—
Mazda	169,666	173,388	163,150	166,105	161,623	156,533	75,389	50,609	35,383	63,351	61,190
Mercedes-Benz	79,222	73,692	65,963	63,059	53,790	52,819	46,685	48,722	43,205	45,259	38,170
MG	—	—	—	3,712	13,370	26,825	26,656	34,794	28,436	27,946	25,015
Mitsubishi	39,104	32,755	3,850	—	—	—	—	—	—	—	—
Nissan	485,298	521,902	470,246	464,805	516,890	472,252	388,096	388,378	270,103	253,192	189,026
Opel	—	—	—	—	—	13,815	19,222	29,067	10,483	39,738	—
Peugeot	20,007	15,241	14,323	16,937	12,930	11,688	9,061	10,002	9,497	11,850	7,948
Porsche	20,024	21,831	14,407	11,241	10,490	13,818	17,017	19,896	14,192	16,658	21,022
Renault	12,243	33,229	37,540	30,869	25,385	18,862	15,739	13,198	6,880	5,788	8,756
Rolls-Royce	1,083	1,046	N.A.	1,158	942	1,002	1,180	N.A.	N.A.	N.A.	N.A.
Rover	—	—	—	—	481	—	—	—	—	—	—
Saab	33,631	26,323	18,483	14,613	13,558	15,142	15,662	13,120	9,886	13,732	13,589
Sapporo/Conquest	3,344	11,571	13,068	13,326	10,263	12,322	12,277	1,406	—	—	—
Subaru	157,385	156,840	150,335	152,062	142,968	127,871	103,274	80,826	48,928	41,587	22,980
Toyota	557,981	555,766	530,246	576,491	582,204	507,816	441,800	493,048	346,920	283,909	238,135
Triumph	—	—	—	9,768	14,939	12,733	16,447	20,258	28,232	22,803	18,396
Vista	15,270	4,303	—	—	—	—	—	—	—	—	—
Volkswagen	103,479	77,009	87,352	82,173	90,923	125,100	216,769	260,704	201,670	267,730	334,515
Volvo	99,541	88,857	72,352	64,477	56,989	56,027	50,880	46,790	43,887	60,338	53,043
Total	2,441,341	2,386,064	2,220,911	2,326,376	2,396,934	2,327,932	2,000,500	2,071,100	1,493,000	1,577,000	1,403,035

SALES/REGISTRATIONS

Registrations of new cars in the U.S. climber 13.38 percent in 1984 to their highest level in five years. The domestic-car total rose 17.46 percent to 7.60 million; imports, 2.65 percent to 2.52 million.

Each of the Big Three increased its figures during the year; American Motors and the miscellaneous domestics—Excalibur and Avanti combined—lost ground.

U.S. NEW-CAR REGISTRATIONS, 1984-83

Based on R. L. Polk & Co. Statistical Report

	1984	1983
AMC Alliance FWD	99463	126,076
Encore FWD	68,588	15,757
Spirit	0	4,975
Concord	0	9,167
Concord SW	0	4,242
Eagle 4WD	3,847	9,626
Eagle 4WD SW	16,704	20,944
TOTAL AMC	188,602	190,797
Chrysler Laser FWD	51,973	9,518
LeBaron GTS FWD	1,678	0
LeBaronFWD	86,606	67,886
LeBaron SW FWD	10,189	11,578
E Class-NY FWD	78,706	81,845
Cordoba	0	10,421
NY Fifth Ave-Newpt	91,369	71,663
Imperial	0	1,264
Total	320,523	254,175
Plymouth Horizon FWD	77,378	56,485
Turismo FWD	46,610	35,381
Reliant FWD	96,113	108,802
Reliant SW FWD	36,448	45,877
Caravelle FWD	7,662	0
Gran Fury	15,253	12,139
Total	281,465	258,684
Dodge Omni FWD	66,938	50,022
Charger FWD	51,126	44,938
Daytona FWD	43,474	7,412
Aries FWD	78,480	81,043
Aries SW FWD	30,776	36,945
Lancer FWD	1,499	0
600'84/400'83 FWD	24,366	28,929
Diplomat	26,705	20,857
Mirada	0	4,435
600 FWD	36,343	33,052
Total	359,707	307,633
TOTAL CHRYSLER CORP.	961,695	820,492
Ford Escort FWD	268,228	242,622
Escort SW FWD	81,327	80,938
EXP FWD	30,177	20,333
Fairmont	0	46,869
Tempo FWD	254,437	124,060
LTD	144,547	117,337
LTD SW	49,998	47,993
LTD Crn. Victoria	137,385	94,705
LTD Crn. Victoria SW	29,066	20,930
Mustang	136,067	113,957
Thunderbird	153,845	124,992
Total	1,285,077	1,034,732
Lincoln Town Car	86,162	57,348
Mark VII	28,349	26,353
Continental	29,767	13,505
Total	144,278	97,206
Mercury Lynx FWD	52,645	61,599
Lynx SW FWD	13,816	17,135
LN7 FWD	0	4,945
Capri	17,647	22,951
Zephyr	0	13,361
Topaz FWD	77,879	36,106
Marquis	87,535	49,689
Marquis SW	13,333	15,678
Grand Marquis	125,931	80,388
Grand Marquis SW	15,449	12,092
Cougar	119,466	80,388
Total	387,946	287,708
Lincoln-Mercury Div. Total	663,979	492,247
TOTAL FORD MOTOR CO.	1,949,056	1,526,979
Buick Skylark FWD	102,203	100,213
Skyhawk FWD	108,642	61,409
Skyhawk SW FWD	10,672	10,092
Somerset Regal FWD	11,013	0
Century FWD	180,945	145,481
Century SW FWD	28,359	730
Regal	182,814	214,999
Regal SW	0	11,967
LeSabre	145,321	127,412
Electra	34,618	76,479
Electra FWD	46,294	159
Buick SW	15,217	18,192
Riviera FWD	52,223	51,123
Total	918,321	818,256
Cadillac DeVille	81,998	126,867
DeVille FWD	47,342	103
Cimarron	17,992	19,124
Fleetwood & Chassis	39,690	43,437
Fleetwood FWD	18,780	33
Eldorado FWD	68,763	69,487
Seville FWD	35,113	32,501
Total	309,678	291,552
Chevrolet Chevette	165,630	176,053
Camaro	198,624	175,690
Cavalier FWD	186,097	180,228
Cavalier SW FWD	86,109	69,469
Citation FWD	90,413	92,126
Malibu	0	43,992
Malibu SW	0	41,505
Celebrity FWD	226,426	170,410
Celebrity SW FWD	90,569	1,940
Monte Carlo	115,310	102,628
Impala	49,601	46,037
Caprice	146,274	126,744
Chevrolet SW	59,145	57,644
Corvette	30,367	26,037
Total	1,544,565	1,310,503
Oldsmobile Omega FWD	34,418	49,081
Firenza FWD	47,109	31,491
Firenza SW FWD	13,524	12,405
Calais FWD	12,048	0
Cutlass Ciera FWD	197,283	183,141
Cutlass Ciera SW FWD	40,525	2,615
Cutlass Supreme-Calais	300,973	301,620
Cutlass SW	0	17,454
Delta 88	227,572	193,981
98	37,025	114,409
98 FWD	60,508	24
Oldsmobile SW	26,114	25,907
Toronado FWD	41,074	39,101
Total	1,038,173	971,229
Pontiac 1000	27,211	33,710
Firebird	98,867	90,859
Sunbird FWD	112,617	73,119
Sunbird SW FWD	11,506	12,316
Grand Am FWD	13,858	0
Phoenix FWD	13,057	24,619
Bonneville	64,310	69,209
Bonneville SW	0	12,789
6000 FWD	102,581	89,116
6000 SW FWD	18,069	774
Grand Prix	70,725	87,012
Parisienne	44,176	19,122
Pontiac SW	15,996	5,721
Fiero	92,374	18,038
Total	685,347	536,404
TOTAL GM CORP.	4,496,084	3,927,944
Miscellaneous Domestic	267	617
Domestic Sta. Wagon Total	712,911	615,882
Domestic Grand Total	7,595,704	6,466,829
Import Total	2,522,527	2,457,357
Grand Total All Registrations	10,118,231	8,924,186

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. New York and Oklahoma 1984 registrations compiled from manufacturers' sales records. Oklahoma 1983 figures not available.

REGISTRATION RECORDS

Best years for new cars

1973	11,350,995
1978	10,946,104
1977	10,826,234
1972	10,487,794
1979	10,356,695
1984	10,118,231
1971	9,830,626
1976	9,751,485
1969	9,446,524
1968	9,403,862
1965	9,313,912
1966	9,008,488
1983	8,924,186
1980	8,760,937
1974	8,701,094
1981	8,443,919
1970	8,388,204
1967	8,357,421
1975	8,261,840
1964	8,065,150
1982	7,754,342
1963	7,556,717
1955	7,169,908
1962	6,938,863
1960	6,576,650
1950	6,326,438
1959	6,041,275
1957	5,982,342
1956	5,955,248
1961	5,854,747
1953	5,738,989

Source: R. L. Polk & Co.

MARKET SHARES BY CORPORATION, U. S. CAR REGISTRATIONS, SINCE WORLD WAR II

Year	GM	Ford	Chrysler	AMC*	Studebaker-Packard	Kaiser-Fraser, Willys	Miscellaneous Domestic	Imports
1946	37.78	21.97	25.74	8.68	5.21	0.42	0.20	—
1947	41.89	21.09	21.77	5.88	4.73	4.11	0.53	—
1948	40.63	18.82	21.45	6.12	6.33	5.38	0.81	0.46
1949	42.89	21.31	21.40	5.65	6.14	2.12	0.24	0.25
1950	45.48	24.00	17.61	4.90	5.40	2.30	0.15	0.26
1951	42.83	22.16	21.80	4.68	5.38	2.57	0.17	0.41
1952	41.74	22.78	21.27	5.31	5.39	2.71	0.09	0.71
1953	45.07	25.15	20.31	3.55	4.05	1.34	0.02	0.51
1954	50.70	30.83	12.90	2.01	2.43	0.47	0.07	0.59
1955	50.76	27.63	16.82	1.81	2.06	0.10	0.01	0.81
1956	50.78	28.45	15.48	1.81	1.76	—	0.07	1.65
1957	44.85	30.39	18.33	1.77	1.13	—	0.07	3.46
1958	46.36	26.44	13.92	4.01	1.08	—	0.07	8.12
1959	42.10	28.12	11.30	6.01	2.21	—	0.09	10.17
1960	43.64	26.60	14.01	6.42	1.62	—	0.13	7.58
1961	46.53	28.53	10.79	6.33	1.23	—	0.12	6.47
1962	51.87	26.30	9.61	6.10	1.12	—	0.11	4.89
1963	51.04	24.87	12.37	5.67	0.85	—	0.10	5.10
1964	49.08	26.01	13.81	4.71	0.32	—	0.07	6.00
1965	50.07	25.47	14.67	3.49	0.13	—	0.06	6.11
1966	48.13	26.08	15.39	2.95	0.06	—	0.08	7.31
1967	49.53	22.15	16.05	2.85	—	—	0.10	9.32
1968	46.73	23.70	16.25	2.76	—	—	0.08	10.48
1969	46.79	24.25	15.12	2.54	—	—	0.06	11.24
1970	39.73	26.42	16.09	3.03	—	—	0.05	14.68
1971	45.16	23.52	13.71	2.50	—	—	0.05	15.06
1972	44.40	24.39	13.80	2.83	—	—	0.05	14.53
1973	44.32	23.50	13.33	3.45	—	—	0.05	15.15
1974	41.89	24.96	13.56	3.79	—	—	0.06	15.74
1975	43.31	23.06	11.70	3.72	—	—	0.04	18.17
1976	47.22	22.45	12.91	2.53	—	—	0.05	14.84
1977	46.37	22.66	10.97	1.69	—	—	0.04	18.26
1978	47.67	22.91	10.16	1.44	—	—	0.05	17.78
1979	46.42	20.29	9.02	1.52	—	—	0.05	22.70
1980	46.41	16.51	7.14	1.72	—	—	0.04	28.18
1981	44.50	16.32	8.76	1.58	—	—	0.04	28.80
1982	44.02	16.68	8.61	1.09	—	—	0.03	29.57
1983	44.01	17.11	9.19	2.14	—	—	0.01	27.54
1984	44.44	19.26	9.51	1.86	—	—	0.00	24.93

*-And predecessors   Source: R. L. Polk & Co

SALES/REGISTRATIONS

U.S. NEW—CAR REGISTRATIONS BY MAKE SINCE WORLD WAR II

	Nash	Hudson	Rambler	American Motors	Plymouth	Dodge	DeSoto	Chrysler	Imperial	Chrysler Corp.	Ford	Mercury	Edsel	Lincoln	Ford Motor Co.
1946—	85,169	72,484	———	———	211,800	135,488	54,420	65,532	———	467,240	326,822	61,167	———	10,798	398,807
1947—	102,808	83,344	———	———	313,118	209,552	72,966	93,871	———	689,507	532,646	111,198	———	24,081	667,925
1948—	104,156	109,497	———	———	347,174	213,923	82,454	105,315	———	748,866	486,888	137,512	———	32,638	567,038
1949—	135,328	137,907	———	———	527,915	273,530	103,516	130,516	———	1,035,272	806,766	186,629	———	57,691	1,031,086
1950—	162,224	134,219	13,498	———	547,367	300,104	115,023	151,300	———	1,113,794	1,166,118	318,217	———	34,318	1,518,653
1951—	93,675	96,847	46,360	———	542,649	298,603	112,643	149,435	———	1,103,330	862,309	233,339	———	25,816	1,121,464
1952—	91,304	78,509	51,216	———	433,134	246,464	91,677	113,392	———	684,667	732,481	185,883	———	29,110	947,474
1953—	97,527	66,797	39,823	———	600,447	288,812	122,342	153,756	———	1,165,357	1,116,267	287,717	———	39,169	1,443,153
1954—	41,116	34,806	35,613	118,553	381,078	154,789	76,739	101,741	———	714,347	1,400,440	269,926	———	36,251	1,706,617
1955—	37,197	20,522	72,227	136,753	647,352	284,323	118,062	156,458	———	1,206,195	1,573,882	371,837	———	35,017	1,980,736
1956—	25,271	11,822	70,867	115,105	483,756	220,208	100,766	106,853	10,460	922,043	1,375,343	274,603	———	44,162	1,694,108
1957—	9,474	4,596	91,469	117,330	595,503	257,488	103,915	106,436	33,017	1,096,359	1,493,617	260,573	26,681	37,298	1,818,169
1958—	———	———	186,373	186,373	391,104	135,538	47,894	58,573	14,823	647,932	1,028,893	136,295	38,601	26,605	1,230,394
1959—	———	———	363,372	363,372	390,104	167,277	42,488	64,424	18,498	682,791	1,471,249	157,972	40,778	28,815	1,698,814
1960—	———	———	422,273	422,273	445,590	356,572	23,062	79,752	16,360	921,337	1,420,352	308,239	———	20,711	1,749,302
1961—	———	———	370,685	370,685	299,683	225,945	———	94,387	11,747	631,762	1,330,235	309,098	———	31,126	1,670,459
1962—	———	———	423,104	423,104	301,158	238,053	———	114,131	13,558	666,900	1,471,514	321,817	———	31,533	1,824,864
1963—	———	———	428,346	428,346	426,332	379,026	———	114,062	15,266	934,686	1,559,108	288,884	———	31,517	1,879,509
1964—	———	———	379,412	379,412	492,775	462,551	———	137,029	21,157	1,113,512	1,749,014	311,574	———	36,897	2,097,485
1965—	———	———	324,669	324,669	624,779	521,783	———	202,559	17,214	1,366,335	1,998,385	331,367	———	42,363	2,372,388
1966—	———	———	———	265,712	598,160	543,560	———	230,182	14,609	1,386,511	1,991,520	308,049	———	49,324	2,348,893
1967—	———	———	———	237,785	627,173	491,919	———	206,399	15,901	1,341,392	1,520,711	295,511	———	35,218	1,851,440
1968—	———	———	———	259,346	709,823	581,476	———	220,786	15,778	1,527,863	1,803,271	367,515	———	57,486	2,228,272
1969—	———	———	———	239,937	658,987	538,381	———	211,727	18,860	1,427,955	1,880,384	352,137	———	58,835	2,291,356
1970—	———	———	———	254,327	681,760	504,097	———	153,168	10,753	1,349,778	1,848,669	310,375	———	56,654	2,215,698
1971—	———	———	———	245,805	687,115	545,785	———	156,195	12,089	1,401,184	1,913,033	384,152	———	66,092	2,363,277
1972—	———	———	———	301,973	709,884	562,985	———	178,951	14,321	1,466,141	2,058,676	396,186	———	94,434	2,549,296
1973—	———	———	———	392,102	748,699	587,937	———	163,075	12,809	1,512,520	2,137,123	413,677	———	116,115	2,666,915
1974—	———	———	———	329,431	597,276	462,872	———	107,802	12,252	1,180,202	1,756,811	330,513	———	84,693	2,172,017
1975—	———	———	———	307,618	404,408	344,697	———	212,809	4,764	966,678	1,481,169	332,173	———	91,496	1,904,838
1976—	———	———	———	247,032	526,957	460,647	———	271,061	411	1,259,076	1,665,619	408,121	———	115,801	2,189,541
1977—	———	———	———	182,539	436,027	448,128	———	303,480	———	1,187,635	1,791,414	489,160	———	172,853	2,453,427
1978—	———	———	———	157,797	394,534	427,946	———	189,631	———	1,112,111	1,769,077	560,299	———	178,873	2,508,249
1979—	———	———	———	156,926	323,225	367,387	———	243,842	———	934,454	1,475,178	498,326	———	128,262	2,101,766
1980—	———	———	———	150,878	236,522	250,556	———	138,385	———	625,463	1,046,887	326,361	———	72,740	1,445,988
1981—	———	———	———	133,455	335,691	311,824	———	87,165	4,940	739,620	975,312	340,868	———	61,775	1,377,955
1982—	———	———	———	108,706	243,519	252,183	———	169,275	2,603	667,580	889,470	316,293	———	87,820	1,293,583
1983—	———	———	———	190,797	258,684	307,633	———	254,175	1,264	820,492	1,034,732	395,041	———	97,206	1,526,979
1984—	———	———	———	188,602	281,465	359,707	———	320,523	———	961,695	1,285,077	519,701	———	144,278	1,949,056

	Kaiser	Fraser	Willys	Kaiser*-Fraser	Buick	Cadillac	Chevrolet	Oldsmobile	Pontiac	General Motors	Packard**	Studebaker**	Imports	Misc. Com.	Total
1946—	3,501	1,873	2,329	5,374	126,322	23,666	329,601	93,094	113,109	685,792	36,435	58,051	———	3,515	1,815,196
1947—	55,571	51,158	23,400	106,729	246,115	53,379	640,709	180,078	206,411	1,326,692	47,875	102,123	———	16,828	3,167,231
1948—	108,367	57,994	21,408	166,361	244,762	59,379	709,609	175,531	226,939	1,418,200	77,843	143,120	———	———	3,400,954
1949—	57,995	15,827	28,576	73,822	372,425	80,880	1,301,466	269,351	321,033	2,075,155	97,771	199,460	12,191	11,714	4,838,342
1950—	100,171	11,884	33,926	112,055	535,806	101,825	1,420,399	372,519	440,528	2,871,078	73,155	268,229	16,337	9,271	6,326,438
1951—	103,658	———	26,049	103,658	392,285	97,093	1,067,042	273,472	337,821	2,167,713	66,999	205,514	20,828	8,466	5,060,903
1952—	71,306	———	41,016	71,306	310,806	87,806	852,542	218,189	266,351	1,735,694	66,346	157,902	29,299	3,661	4,158,394
1953—	34,210	———	42,433	76,643	454,320	98,612	1,342,480	305,593	385,692	2,586,697	71,079	161,257	28,961	13,080	5,738,989
1954—	10,012	———	17,002	27,014	613,497	110,328	1,417,453	407,150	358,167	2,806,595	38,396	95,914	25,385	3,766	5,535,437
1955—	959	———	6,267	7,226	737,879	141,038	1,640,681	589,515	530,007	3,639,120	52,103	95,761	51,658	356	7,169,908
1956—	———	———	———	———	529,371	132,952	1,565,399	437,899	358,668	3,024,286	28,396	76,402	91,042	3,866	5,955,248
1957—	———	———	———	———	394,553	141,209	1,456,288	371,596	319,719	2,683,365	5,189	62,565	195,036	4,329	5,982,342
1958—	———	———	———	———	263,981	122,651	1,234,414	306,566	229,831	2,157,443	———	47,798	365,305	19,269	4,654,513
1959—	———	———	———	———	245,909	135,387	1,419,131	360,525	382,137	2,543,089	———	133,382	614,131	5,696	6,041,275
1960—	———	———	———	———	267,837	149,593	1,696,925	355,798	399,646	2,869,799	———	106,244	498,785	8,910	6,576,650
1961—	———	———	———	———	290,623	142,195	1,589,734	328,566	372,871	2,724,009	———	72,155	378,622	7,055	5,854,747
1962—	———	———	———	———	400,267	151,528	2,078,029	440,995	528,654	3,599,473	———	77,877	339,160	7,485	6,938,863
1963—	———	———	———	———	454,237	159,233	2,161,653	474,786	606,791	3,866,700	———	64,570	385,624	7,282	7,556,717
1964—	———	———	———	———	481,043	151,638	2,124,905	513,134	687,902	3,958,622	———	27,073	484,131	5,915	8,065,150
1965—	———	———	———	———	608,620	189,661	2,424,358	608,930	831,448	4,663,017	———	12,042	569,415	6,046	9,313,912
1966—	———	———	———	———	569,131	196,498	2,158,811	580,550	830,856	4,335,846	———	———	658,123	7,636	9,008,488
1967—	———	———	———	———	565,313	209,546	1,978,758	551,274	834,146	4,139,037	———	———	779,220	8,440	8,357,421
1968—	———	———	———	———	627,159	205,593	2,060,249	624,262	877,382	4,394,645	———	———	985,767	7,969	9,403,862
1969—	———	———	———	———	677,319	243,905	2,060,202	642,889	759,605	4,419,920	———	———	1,061,617	5,739	9,446,524
1970—	———	———	———	———	493,207	165,042	1,668,288	461,732	544,715	3,332,984	———	———	1,230,961	4,456	8,388,204
1971—	———	———	———	———	726,542	253,002	2,195,345	666,958	680,097	4,521,944	———	———	1,293,743	4,673	9,830,626
1972—	———	———	———	———	646,526	257,795	2,289,407	729,153	712,775	4,635,656	———	———	1,529,402	5,326	10,487,794
1973—	———	———	———	———	696,333	285,709	2,455,063	808,889	807,546	5,053,540	———	———	1,719,913	6,002	11,350,995
1974—	———	———	———	———	428,194	219,993	1,973,706	519,082	504,081	3,645,056	———	———	1,369,148	5,240	8,701,094
1975—	———	———	———	———	489,290	256,135	1,749,877	604,882	478,142	3,578,326	———	———	1,500,928	3,452	8,261,840
1976—	———	———	———	———	700,778	293,716	2,035,858	867,485	706,460	4,604,297	———	———	1,446,637	4,902	9,751,485
1977—	———	———	———	———	735,396	325,724	2,205,566	953,875	800,230	5,020,791	———	———	1,976,512	5,330	10,926,234
1978—	———	———	———	———	762,532	335,053	2,294,990	967,896	857,083	5,217,554	———	———	1,946,094	4,299	10,946,104
1979—	———	———	———	———	687,182	307,897	2,106,404	931,836	774,525	4,807,844	———	———	2,351,053	4,652	10,356,695
1980—	———	———	———	———	707,544	212,557	1,725,874	807,000	612,794	4,065,769	———	———	2,469,180	3,659	8,760,937
1981—	———	———	———	———	718,304	224,458	1,437,091	830,892	546,936	3,757,681	———	———	2,431,680	3,528	8,443,919
1982—	———	———	———	———	713,671	240,197	1,222,624	775,702	461,149	3,413,343	———	———	2,268,631	2,499	7,754,342
1983—	———	———	———	———	818,256	291,552	1,310,503	971,229	536,404	3,927,944	———	———	2,457,357	617	8,924,186
1984—	———	———	———	———	918,321	309,678	1,544,565	1,038,173	685,347	4,496,084	———	———	2,522,527	267	10,118,231

Source: R. L. Polk & Co.
* Became Kaiser-Willys in 1953. **Became Studebaker-Packard in 1955.

SALES/REGISTRATIONS

NEW-CAR REGISTRATIONS IN U.S. BY STATES, 1984 VS. 1983

Car registrations as compiled by R. L. Polk & Co.		AMC	Chrysler	Dodge	Plymouth	CHRYSLER TOTAL	Ford	Lincoln	Mercury	FORD TOTAL	Buick	Cadillac	Chevrolet	Oldsmobile	Pontiac	GM TOTAL	*Miscellaneous	TOTAL		Car registrations as compiled by R. L. Polk & Co.
Alabama	'84	1105	5174	4351	2414	11939	17076	1527	6294	24897	15017	3754	25082	16517	12767	73137	30810	141888	'84	Alabama
	'83	716	3696	3178	1763	8637	13556	1164	4767	19487	14874	3704	21219	16222	8927	64946	29607	123393	'83	
Alaska	'84	720	699	804	833	2336	2021	134	702	2857	736	207	2328	865	501	4637	6332	16882	'84	Alaska
	'83	624	574	723	689	1986	2177	102	694	2973	729	214	2748	1015	436	5142	7306	18031	'83	
Arizona	'84	1313	2744	2337	1673	6754	13969	2047	4272	20288	8335	3546	16924	8397	5750	42952	30988	102295	'84	Arizona
	'83	1078	2029	1525	1297	4851	11252	1438	2883	15573	7312	3229	13966	7465	3633	35605	26692	83799	'83	
Arkansas	'84	464	2278	2473	1313	6064	10400	1231	4358	15989	5570	2334	12308	10330	5010	35552	11863	69932	'84	Arkansas
	'83	506	1863	1897	1139	4899	8950	1082	4364	14396	5525	2307	11326	10109	4056	33323	11698	64822	'83	
California	'84	13335	27944	24726	15337	68007	118138	14936	36548	169622	58553	37989	91433	64358	41251	293584	461879	1006427	'84	California
	'83	13344	18524	20329	13385	52238	99076	8774	30471	138321	52358	37600	86588	64732	28209	269487	448895	922285	'83	
Colorado	'84	3457	3877	4030	3278	11185	14161	1720	4316	20197	8169	2483	14572	8615	6665	40504	46801	122144	'84	Colorado
	'83	3591	2660	4089	2738	9487	11495	1301	3745	16541	8481	2304	12800	8349	5132	37066	44560	111245	'83	
Connecticut	'84	3440	5299	5980	5903	17182	16623	1341	8955	26919	13887	3305	22336	14339	8591	62458	51047	161046	'84	Connecticut
	'83	3614	4122	5717	5390	15229	12938	796	5562	19296	11980	3341	18906	12318	6752	53297	52074	143510	'83	
Delaware	'84	718	1505	1357	1204	4066	4173	312	2344	6829	3499	975	7509	5294	2109	19386	10556	41555	'84	Delaware
	'83	622	1083	1154	1180	3417	3116	247	1911	5274	3130	976	6520	4418	1785	16829	9880	36022	'83	
District of Columbia	'84	600	848	565	547	1960	2593	314	859	3766	1140	674	2934	1580	907	7235	7973	21534	'84	District of Columbia
	'83	546	853	402	573	1828	1939	320	641	2990	887	613	2411	1416	697	6024	7248	18636	'83	
Florida	'84	8679	21119	29029	17624	67772	91356	13105	37132	141593	62123	28197	93562	54802	43464	282148	152326	652518	'84	Florida
	'83	8802	16745	22857	14847	54449	79241	10511	27804	117556	55061	28675	81941	52439	41232	259348	149734	589889	'83	
Georgia	'84	2548	7081	7237	4054	18372	31574	3046	14562	49182	22236	7600	37353	25935	20169	113293	69139	252534	'84	Georgia
	'83	2254	5195	6347	3121	14663	26680	2170	9656	38506	21635	7708	33064	25982	15803	104192	66562	226177	'83	
Hawaii	'84	157	518	1600	353	2471	3779	1060	1193	6032	2159	516	3212	2047	1465	9399	30732	48791	'84	Hawaii
	'83	215	346	871	378	1595	4673	583	1986	7242	2107	417	2959	1576	1016	8075	25645	42772	'83	
Idaho	'84	558	855	1003	508	2366	2449	232	1697	4378	1797	408	2923	1917	1242	8287	8398	23987	'84	Idaho
	'83	472	763	932	518	2213	1935	170	1272	3377	1612	443	2797	1879	1197	7928	8268	22258	'83	
Illinois	'84	11206	17574	18960	15004	51538	66848	7688	29338	103874	64805	19617	98554	75253	44139	300368	106652	573638	'84	Illinois
	'83	10302	16263	16790	13757	46810	55741	5375	22454	83570	62343	18913	80216	70817	35646	267935	102205	510822	'83	
Indiana	'84	4410	7048	7484	6810	21342	26110	1727	11069	38906	24273	5157	40355	29297	17841	116923	27339	208920	'84	Indiana
	'83	4315	5839	6234	5496	17569	20341	1200	8032	29573	19464	4675	30366	27000	12173	93678	27131	172266	'83	
Iowa	'84	1614	2976	4078	2371	9425	12387	731	5704	18822	9854	1681	18906	10903	6100	47444	10824	88129	'84	Iowa
	'83	1938	2997	3818	2083	8898	12319	584	5512	18415	9624	1809	18514	11949	5804	47700	13853	90804	'83	
Kansas	'84	909	3342	2540	2411	8293	10763	964	5327	17054	8041	2230	14540	11194	6098	42103	17560	85919	'84	Kansas
	'83	1204	2865	2237	2151	7253	9834	792	3885	14511	8031	2111	13227	10826	4949	39144	18183	80295	'83	
Kentucky	'84	2208	3724	4178	3293	11195	16505	1663	6672	24840	9082	3112	21614	13194	6953	53955	19881	112079	'84	Kentucky
	'83	2220	2780	3258	2438	8476	13332	1132	5095	19559	8595	3364	19091	12704	5773	49527	19885	99667	'83	
Louisiana	'84	1338	4462	4067	2404	10933	21329	3915	8846	34090	13831	5002	21321	20442	12363	72959	35638	154958	'84	Louisiana
	'83	1202	3315	3261	1561	8137	19669	3232	7549	30450	13841	5368	19821	22812	10078	71920	36217	147926	'83	
Maine	'84	1354	993	2474	1852	5319	7463	204	3001	10668	3413	454	7512	3701	2651	17731	11665	46737	'84	Maine
	'83	1411	835	2740	1868	5443	6579	217	2781	9577	3207	458	6978	3627	2594	16864	13387	46682	'83	
Maryland	'84	4528	7984	11113	9183	28280	39549	2252	13963	55764	20901	5715	50403	24207	20644	121870	70741	281183	'84	Maryland
	'83	4020	6939	11201	11484	29624	29152	1484	9827	40463	20359	5607	45024	23773	15656	110419	67637	252163	'83	
Massachusetts	'84	8220	8719	12378	9567	30664	36214	3297	17342	56853	26437	5973	45690	26079	15716	119895	80354	295986	'84	Massachusetts
	'83	8016	7091	11519	10571	29181	28937	2078	12186	43201	21899	5766	38601	23317	13271	102854	80448	263700	'83	
Michigan	'84	20728	22148	24997	17969	65114	81876	13431	36644	131951	63610	16730	87000	61382	59443	288165	46996	552954	'84	Michigan
	'83	22284	18777	22059	16712	57548	70789	7021	34372	112182	53050	14678	72056	59598	43721	243103	49945	485062	'83	
Minnesota	'84	3145	5798	8165	10546	24509	26646	1750	9621	38017	21240	3465	31589	28224	14878	99396	29880	194947	'84	Minnesota
	'83	3680	5298	7768	11806	24872	20242	1035	7157	28434	19324	3013	28204	26427	11692	88660	29587	175233	'83	
Mississippi	'84	379	2096	1260	1378	4734	9420	1278	3589	14287	7723	1848	11004	9667	5912	36154	13620	69174	'84	Mississippi
	'83	341	1697	861	1148	3706	7965	1048	3249	12262	7979	1898	9814	10569	5236	34596	14878	66683	'83	
Missouri	'84	3325	6919	8394	5542	20855	31377	2815	14174	48366	19727	5548	33796	24840	13045	96956	36349	205851	'84	Missouri
	'83	2767	5824	6949	5084	17857	25117	1894	10020	37031	18842	4636	27525	24002	10453	85458	36090	179203	'83	
Montana	'84	640	674	725	465	1864	2535	143	1263	3941	1844	347	2754	2151	917	8013	5560	20018	'84	Montana
	'83	812	749	728	481	1958	2429	136	1286	3851	2064	413	3237	2340	1080	9134	6053	21808	'83	
Nebraska	'84	969	1830	1993	1271	5094	6837	540	3070	10447	6152	1113	9880	5782	2853	25780	7993	50283	'84	Nebraska
	'83	1091	1691	1635	1355	4681	6321	364	2388	9073	5927	1016	8687	5711	2645	23986	8246	47077	'83	
Nevada	'84	1114	1160	1419	936	3515	4345	874	2036	7255	2245	1434	3641	2243	1987	11550	11961	35395	'84	Nevada
	'83	865	699	1123	492	2314	4058	444	1303	5805	1810	1379	3295	2137	1469	10090	10790	29864	'83	
New Hampshire	'84	1839	1552	2770	2104	6426	8254	458	3545	12257	4981	884	10385	5052	3708	25010	19324	64856	'84	New Hampshire
	'83	2044	1494	2762	2285	6541	7040	453	2599	10092	4498	958	9811	4974	3767	24008	21472	64157	'83	
New Jersey	'84	7918	13766	16921	11539	42226	46766	6826	21034	74626	40157	17055	60853	42018	27675	187758	120709	433237	'84	New Jersey
	'83	6832	10292	13169	7859	31320	31812	3991	12949	48752	32868	14959	50240	35060	19886	153013	110136	350053	'83	
New Mexico	'84	549	1536	1221	1212	3969	6828	724	2644	10196	3144	903	6385	4027	2845	17304	13059	45077	'84	New Mexico
	'83	658	1119	1050	966	3135	5462	536	2144	8142	3310	862	5467	3765	2648	16052	13779	41766	'83	
New York	'84	13101	23901	33168	31404	88473	71160	7839	26018	105017	64664	27404	97859	67359	46617	303903	175445	685939	'84	New York
	'83	16663	20402	29106	28241	77749	55668	5876	21793	83337	52119	26027	90914	62100	36148	267308	179662	624719	'83	
North Carolina	'84	3012	6097	5871	4270	16238	32558	1987	10039	44584	26136	5036	41338	25829	17219	115558	66715	246107	'84	North Carolina
	'83	2779	4918	4783	4084	13785	28253	1527	8107	37887	24486	4906	34777	23899	13962	102030	66973	223454	'83	
North Dakota	'84	265	932	812	581	2325	2888	226	1389	4503	2167	457	4113	2629	1701	11067	3430	21590	'84	North Dakota
	'83	401	915	729	574	2218	2673	190	1056	3919	2274	390	3872	2840	1576	10954	3686	21178	'83	
Ohio	'84	12541	14790	19606	15578	49974	77312	5512	34921	117745	50792	12399	99966	58580	35391	257128	80988	518376	'84	Ohio
	'83	11378	12148	17581	13521	43250	57540	3722	22878	84140	43380	11269	78555	51534	26846	211584	78732	429084	'83	
Oklahoma	'84	1091	5279	2911	3018	11208	14673	3656	7862	26191	11174	3882	15535	15714	8991	55296	21521	115307	'84	Oklahoma
Not available for 1983	'83																		'83	
Oregon	'84	1017	2471	2569	2070	7110	10267	844	3121	14232	5340	1989	9824	5551	3713	26417	40073	88849	'84	Oregon
	'83	1224	1758	2357	1717	5832	8657	483	2591	11731	5188	2038	9621	5433	3304	25584	37736	82107	'83	
Pennsylvania	'84	14234	18128	20801	20361	59290	65213	4955	26901	97069	51925	13762	84358	49865	37580	237490	104443	512526	'84	Pennsylvania
	'83	16933	16288	20317	18050	54655	50812	3869	19742	74423	44438	13971	72710	45355	29242	205716	107587	459314	'83	
Rhode Island	'84	1057	1242	2181	1437	4860	4991	349	2176	7516	3596	924	5201	4301	2290	16312	11132	40877	'84	Rhode Island
	'83	1379	983	1813	1136	3932	3798	227	1493	5518	3025	758	4261	3325	1750	13119	10717	34665	'83	
South Carolina	'84	1082	3840	3695	2705	10240	15906	1153	5770	22829	12813	2572	20889	15622	9213	61109	31003	126263	'84	South Carolina
	'83	697	2445	2715	1980	7140	12150	768	4234	17152	11177	2255	16061	13118	7172	49783	29034	103806	'83	
South Dakota	'84	428	686	650	633	1969	2527	140	1185	3852	2062	292	4220	2164	1476	10214	2605	19068	'84	South Dakota
	'83	477	745	706	618	2069	2371	112	924	3407	2013	292	3823	2282	1178	9588	2749	18290	'83	
Tennessee	'84	1952	5017	5769	3732	14518	21306	2666	8463	32435	16887	5516	27822	20247	16225	86697	42090	177692	'84	Tennessee
	'83	1742	3640	3867	2951	10458	17728	1963	6572	26263	15454	4993	24149	19788	13071	77455	38748	154666	'83	
Texas	'84	6004	21597	13080	10502	45179	79107	16267	32587	127961	59045	31567	88147	89360	40411	308530	151247	638921	'84	Texas
	'83	4827	16654	9322	7373	33349	64109	12434	27871	104414	60183	28725	78532	87526	35348	290314	144003	576907	'83	
Utah	'84	1137	1404	1767	1589	4760	4494	469	2338	7301	3228	765	6354	3049	1972	15368	14692	43258	'84	Utah
	'83	1299	1638	1699	1575	4912	3953	367	1804	6124	3105	664	6009	3110	1868	14776	16375	43486	'83	
Vermont	'84	951	614	1175	1215	3004	3098	149	1444	4691	1943	262	4527	1490	1430	9662	7633	25941	'84	Vermont
	'83	1001	548	1203	1331	3082	2535	87	1016	3638	1817	253	4180	1331	1140	8721	8058	24500	'83	
Virginia	'84	5232	8743	8831	8020	25594	37339	2858	12101	52298	17437	5283	41708	24449	17048	105925	72745	261794	'84	Virginia
	'83	4579	6797	7570	7487	21854	28258	1758	8431	38447	15267	4960	37280	22153	12824	92484	71476	228840	'83	
Washington	'84	1417	4047	4066	3064	11177	16764	1131	5063	22958	6548	2267	14609	7762	4373	35559	49281	120392	'84	Washington
	'83	1090	2792	3922	2392	9106	13953	700	4103	18756	6943	1974	14329	7459	3427	34132	49265	112349	'83	
West Virginia	'84	1863	1986	3034	1994	7014	9074	432	3283	12789	5667	1206	14445	6525	4428	32271	10737	64674	'84	West Virginia
	'83	2073	1677	2244	1704	5625	7600	378	2304	10282	4874	1209	12130	6717	3519	28449	11035	57470	'83	
Wisconsin	'84	8267	4856	7881	7390	20127	22303	1236	11991	35530	20813	3566	30966	23558	18700	97603	28103	189630	'84	Wisconsin
	'83	9238	4257	7573	6846	18676	18227	939	8703	27863	18464	3125	23180	22388	15727	82884	29669	168336	'83	
Wyoming	'84	455	595	497	304	1396	1658	120	920	2698	1275	269	1809	1260	794	5406	3942	13897	'84	Wyoming
	'83	595	533	390	312	1235	1376	132	860	2368	1208	307	1851	1253	813	5432	4335	13965	'83	
Federal Government	'84	9	56	714	700	1470	2075	4	15	2094	128	4	22208	207	116	22663	20	26256	'84	Federal Government
	'83	30	20	553	10177	10705	904		15	919	115	2	6850	290	71	7328	43	19070	'83	
United States Total	84	188602	320523	359707	281465	961695	1285077	144278	519701	1949056	918321	309678	1544565	1038173	685347	4496084	2522794	10118231	84	United States Total
	83	190797	254175	307633	258684	820492	1034732	97206	395401	1526979	818256	291552	1310503	971229	536404	3927944	2457974	8924186	83	

NOTES Data for New York and Oklahoma compiled from manufacturers' sales records All data property of R L Polk & Co , may not be copied sold or reprinted without Polk permission

SALES/REGISTRATIONS

RV SHIPMENTS BY TYPE, 1970-1984

1984**

(Total shipments—398,200)

Travel trailers	92,400
Truck campers	7,600
Folding camper trailers	40,900
Motor homes	802,000
Multi-use vehicles	175,300

1983**

(Total shipments—358,000)

Travel trailers	90,000
Truck campers	6,800
Folding campers	37,500
Motor homes	69,500
Multi-use vehicles	154,200

1982**

(Total shipments—258,000)

Travel trailers	65,500
Truck campers	5,700
Folding camping trailers	34,300
Motor homes	41,200
Multi-use vehicles	111,300

1981**

(Total shipments—239,100)

Travel trailers	63,800
Truck campers	5,100
Fold-down camping trailers	35,000
Motor homes	35,400
Multi-use vehicles	99,800

1980**

(Total shipments—181,400)

Travel trailers	51,900
Truck campers	5,000
Fold-down camping trailers	24,500
Motor homes	28,600
Multi-use vehicles	71,400

1979**

(Total shipments—303,300)

Travel trailers	90,200
Truck campers	13,800
Fold-down camping trailers	31,100
Motor homes	64,100
Multi-use vehicles	104,100

1978**

(Total shipments—526,300)

Travel trailers	159,800
Truck campers	48,200
Fold-down camping trailers	48,200
Motor homes	157,200
Multi-use vehicles	136,400

**—Pickup covers no longer included in RVIA shipments.

1977

(Total shipments—745,600)

Travel trailers	167,900
Truck campers	31,900
Fold-down camping trailers	53,900
Motor homes	280,200
Pickup covers	211,700

1976

(Total shipments—656,300)

Travel trailers	189,700
Truck campers	42,000
Camping Trailers	53,300
Motor Homes	156,100
Pickup Covers	215,200

1975

(Total Shipments—552,100)

Travel trailers	150,600
Truck Campers	44,300
Camping Trailers	48,100
Motor Homes	96,600
Pickup Covers	212,500

1974

(Total Shipments—529,200)

Travel Trailers	126,300
Truck Campers	45,400
Camping Trailers	55,200
Motor Homes*	68,900
Pickup Covers	233,400

1973

(Total Shipments—752,500)

Travel Trailers	212,300
Truck Campers	89,800
Camping Trailers	97,700
Motor Homes*	129,000
Pickup Covers	223,700

1972

(Total Shipments—747,500)

Travel Trailers	250,800
Truck Campers	105,100
Camping Trailers	110,200
Motor Homes*	116,800
Pickup Covers	164,600

1971

(Total Shipments—549,400)

Travel Trailers	190,800
Truck Campers	107,200
Camping Trailers	95,800
Motor Homes	57,200
Pickup Covers	[illegible]8,400

1970

(Total Shipments—472,000)

Travel Trailers	138,000
Truck Campers	95,900
Camping Trailers	116,100
Motor Homes	30,300
Pickup Covers	91,700

*—Imports of Volkswagen Campmobile Motor Home included in 1972-1974 totals only.

Source: Recreation Vehicle Industry Assn.

IMPORT PENETRATION INTO U.S. TRUCK MARKET

(Units in Thousands)

U.S. Truck Retail Sales

Year	Domestic (lbs. GVW)			Imports			Share of U.S. Market		Domestic Spon-sored Imports
	0-14,000	14,001-33,000	Over 33,000	From Japan	Total	Total	Japan	Total Import	
1971	1,679	234	99	82	85	2,096	3.9	4.1	—
1972	2,103	257	126	142	143	2,629	5.4	5.4	48
1973	2,470	291	155	232	233	3,148	7.4	7.4	93
1974	2,109	255	148	175	176	2,688	6.5	6.6	75
1975	1,974	192	83	228	229	2,478	9.2	9.3	102
1976	2,663	184	97	236	237	3,181	7.4	7.5	100
1977	3,012	200	141	321	323	3,675	8.7	8.8	133
1978	3,406	205	162	334	336	4,109	8.1	8.2	141
1979	2,636	201	173	466	470	3,480	13.4	13.5	226
1980	1,735	149	117	481	487	2,487	19.3	19.6	231
1981	1,587	122	100	444	451	2,260	19.6	20.0	163
1982	1,968	102	76	407	414	2,560	15.9	16.2	99
1983	2,477	99	82	464	471	3,129	14.8	15.1	60
1984	3,208	129	138	608	618	4,093	14.8	15.1	59

Domestic-sponsored imports are included with total imports and excluded from domestic sales

Beginning January, 1980, passenger vans previously reported as passenger cars are included with trucks

SOURCE: Motor Vehicle Manufacturers Association of the U.S., Inc.

U.S. truck retail sales in 1984 were the second highest ever and just 15,000 units shy of the 1978 record. Last year's total of 4,092,379 was 31 percent higher than the 1983 total.

Ford was the leader for the second year in a row and the for the seventh time in the last eight years. Its total: 1,166,715, up 18 percent from its 1983 sales.

U.S. compact-truck sales climbed 52 percent to a record 1,723,044 units. Sales in all weight segments topped '83 levels.

RV shipments climbed for the fourth straight year to their highest level since 1978: 398,200 units.

BIG FOUR TRUCK SALES BY MONTH, 1984; BY YEAR, 1984 vs. 1983

	January	February	March	April	May	June	July	August	September	October	November	December	1984	1983
Ford														
Vans	11,172	14,867	17,797	15,508	15,819	14,858	12,896	9,665	16,974	17,565	15,556	11,398	174,075	169,285
Club Wagon	2,474	3,000	2,877	2,570	3,045	2,977	2,245	1,178	3,110	3,325	2,983	2,319	32,103	30,446
Ranger	13,084	15,493	22,548	20,937	24,421	17,853	18,640	16,986	18,106	19,482	18,670	14,467	220,687	187,524
Bronco	3,373	3,652	4,457	3,887	4,308	4,277	3,846	2,709	3,461	4,657	4,585	4,377	47,589	42,631
Bronco II	6,329	6,823	7,995	8,057	10,426	8,823	10,061	8,319	8,231	8,321	8,266	6,389	98,049	63,178
Pickups	38,902	41,909	52,366	46,126	52,064	49,251	45,122	39,834	40,845	52,485	45,835	36,146	540,885	453,108
Mediums	1,999	3,161	3,746	3,212	4,110	3,841	4,393	3,358	2,962	3,610	3,225	4,092	40,954	32,353
Heavies	544	860	893	1,003	1,007	991	1,331	1,004	894	999	890	1,202	12,373	7,776
Chevrolet														
Vans	12,190	13,505	16,486	15,239	17,811	13,609	13,455	11,782	9,397	12,867	10,179	8,901	155,421	141,575
Sportvan	1,740	1,754	2,373	2,359	2,564	2,424	1,993	1,745	1,049	1,485	1,094	1,322	21,902	18,178
S-10	13,415	13,907	18,375	18,464	23,346	15,100	16,179	13,481	13,178	16,381	14,123	12,712	188,661	198,222
Astro											224	1,544	1,768	
S-10 Blazer	9,704	9,841	11,514	12,501	14,916	12,152	12,276	11,528	10,727	13,344	12,224	11,416	142,143	106,214
El Camino	1,823	1,898	2,342	2,470	2,809	2,082	1,886	1,637	1,344	1,746	1,533	1,427	22,997	24,010
Blazer	3,899	4,419	4,682	3,645	4,434	3,838	4,261	3,661	3,144	3,929	3,549	3,474	46,935	31,282
Suburban	3,147	4,002	4,851	4,609	5,454	4,902	4,470	3,564	3,694	4,377	4,095	3,678	50,843	37,222
Pickups	33,709	34,951	42,691	42,495	48,876	37,584	38,296	34,621	34,212	43,104	37,026	33,693	461,258	412,533
Mediums	1,056	1,101	1,424	1,331	2,357	1,370	2,277	2,019	2,111	1,570	1,856	1,439	19,911	15,351
Chrysler														
Van	5,426	5,780	7,603	6,854	6,522	7,150	6,526	4,470	5,132	5,648	5,019	4,374	70,504	71,732
Ram Wagon	2,868	3,601	4,545	4,514	4,320	4,083	3,276	1,861	2,327	2,733	2,904	3,251	40,283	36,626
Voyager	4,118	6,745	8,778	8,277	7,599	8,108	7,145	4,026	6,164	7,218	7,117	7,498	82,793	3,914
Caravan	4,072	7,071	9,444	8,691	8,011	8,165	7,173	4,213	6,417	7,551	7,577	7,544	85,929	4,260
Mini Ram Van	12	160	1,609	1,701	1,753	2,657	2,078	1,857	2,641	2,477	2,561	2,288	21,794	18
Ram 50	3,103	3,539	3,406	3,606	4,187	4,671	4,695	4,819	5,537	5,559	4,184	3,992	51,298	33,141
Other Plymouth Trucks	400												378	7,139
Ramcharger	2,017	2,316	3,227	2,435	2,653	2,515	2,174	1,586	1,936	2,382	2,607	2,703	28,551	21,415
Rampage	622	804	951	1,200	953	971	1,139	787	772	622	417	1,000	10,260	10,297
Pickups	9,250	11,556	14,970	11,265	11,398	12,561	10,000	9,030	10,209	11,556	10,986	11,483	134,264	85,636
GMC														
Vans	4,544	4,198	4,511	3,903	4,031	3,989	4,063	3,432	3,501	3,650	3,558	2,611	45,991	45,535
S-15	3,320	3,247	3,595	3,931	4,647	4,094	4,605	3,267	3,296	3,529	3,440	2,771	43,742	40,491
Safari											17	200	217	
S-15 Jimmy	2,769	2,371	2,586	2,728	3,094	3,440	3,069	2,427	2,869	3,219	3,164	2,783	34,519	21,760
Jimmy	905	721	802	688	768	773	820	531	574	592	736	578	8,488	7,361
Caballero	194	209	262	228	261	332	275	206	141	223	177	194	2,702	2,160
Suburbans	1,258	1,200	1,457	1,449	1,541	1,497	1,567	1,071	1,329	1,430	1,214	1,119	16,132	11,292
Pickups	10,512	9,404	10,890	10,363	10,802	11,518	11,701	7,615	9,622	10,622	10,019	8,636	121,704	105,741
P Models	521	378	306	470	423	566	778	436	499	632	567	1,460	7,036	4,071
Mediums	1,595	1,948	2,262	2,168	2,325	2,638	3,936	1,558	3,148	2,393	985	1,817	28,026	18,295
Heavies	948	1,078	844	1,128	1,535	1,410	1,330	1,524	1,638	1,208		654	14,282	7,442
AMC/Jeep														
CJ7	2,559	2,868	3,419	3,277	3,920	3,891	3,411	3,348	3,227	3,428	3,467	2,732	39,547	36,308
Scrambler	256	274	240	282	366	262	218	174	169	185	188	212	2,826	4,678
Pickups	344	379	336	345	323	268	297	172	206	251	268	215	3,404	4,263
Cherokee	4,296	4,703	5,062	5,395	5,825	6,597	6,249	4,539	4,929	6,641	7,259	7,559	69,054	8,729
Wagoneer	1,816	1,757	1,633	1,717	1,770	1,771	1,478	1,209	1,399	1,960	1,802	1,577	19,889	4,842
Grand Wagoneer	1,598	1,555	1,453	1,441	1,285	1,483	1,361	1,517	1,694	1,917	1,886	1,891	19,081	*23,320

*—Includes 4,165 full-sized Cherokee models

SALES/REGISTRATIONS

TRUCK REGISTRATIONS IN U.S. BY STATES, 1984 VS. 1983

Truck registrations as compiled by R. L. Polk & Co.		Chrysler Corp.	Ford	Daimler-Benz Corp.	Chevrolet	GMC	International	Jeep Truck	Mack Truck Corp.	Paccar Corp.	Volvo White Corp.	Misc. Domestic & Foreign	TOTAL		Truck registrations as compiled by R. L. Polk & Co.
Alabama	'84	8045	16783	810	20729	5059	978	1587	670	596	384	11607	67248	'84	Alabama
	'83	4183	14604	479	17978	3644	713	908	364	350	237	7448	50908	'83	
Alaska	'84	2382	4742	6	5049	1528	127	1148	16	58	22	2074	17152	'84	Alaska
	'83	1705	4981	13	5583	1116	104	329	15	43	15	1864	15768	'83	
Arizona	'84	4873	17759	134	19867	5678	383	2271	102	189	16	15465	66737	'84	Arizona
	'83	2688	13657	96	15358	3103	243	923	52	101	89	9080	45390	'83	
Arkansas	'84	5514	5995	153	16986	4097	766	1315	190	362	131	5111	50600	'84	Arkansas
	'83	3450	13908	260	15322	3865	876	915	144	267	74	3293	42374	'83	
California	'84	42382	92651	1492	89935	23216	3276	14444	904	1839	615	162928	433682	'84	California
	'83	26467	73313	1194	75132	19502	2552	6004	523	1238	338	104972	311235	'83	
Colorado	'84	6376	23379	156	18786	4738	986	9826	203	274	74	15504	80302	'84	Colorado
	'83	3768	19065	51	16393	4186	756	4230	97	220	63	10607	59436	'83	
Connecticut	'84	6163	9694	77	9845	2658	814	2616	307	118	67	7787	39946	'84	Connecticut
	'83	2469	7491	109	7886	2062	680	1222	250	81	48	5082	27380	'83	
Delaware	'84	2004	3922	149	3096	560	1206	666	176	195	29	1857	13860	'84	Delaware
	'83	888	3130	25	2730	442	556	395	112	102	19	1145	9545	'83	
District of Columbia	'84	620	598	3	480	93	32	215	6	3	4	446	2500	'84	District of Columbia
	'83	335	449	2	373	63	30	79	1	1	2	228	1563	'83	
Florida	'84	25130	66440	1030	48189	13782	2966	7372	2015	968	378	44208	212478	'84	Florida
	'83	14030	53503	1055	38899	10873	3055	4506	966	696	348	25662	153593	'83	
Georgia	'84	12293	34162	901	35427	6769	1895	3140	799	1410	590	20299	117685	'84	Georgia
	'83	6625	27564	520	29653	5522	1244	2040	420	685	203	12940	87616	'83	
Hawaii	'84	1374	3217		1817	598	90	1141	6	28	6	6557	14834	'84	Hawaii
	'83	731	2705	1	1479	519	84	286	3	12	6	4329	10155	'83	
Idaho	'84	2301	5754	29	4987	2258	227	818	13	251	16	3983	20637	'84	Idaho
	'83	1378	4237	22	4340	1928	138	316	26	119	25	2769	15298	'83	
Illinois	'84	20713	42423	1516	40039	13236	4723	4085	1301	1829	762	16682	147314	'84	Illinois
	'83	9774	36809	945	35999	11240	2932	2510	675	1067	205	9647	111803	'83	
Indiana	'84	10996	23881	1189	23435	8182	2522	1696	653	1287	257	7331	81429	'84	Indiana
	'83	5560	19764	547	19248	6988	1818	1001	304	818	132	4198	60378	'83	
Iowa	'84	5999	13413	256	12752	3177	1021	1117	238	272	26	3574	41847	'84	Iowa
	'83	3291	13963	159	14519	3230	535	723	162	189	13	2731	39515	'83	
Kansas	'84	5645	14818	450	14333	4171	693	1578	96	463	106	5397	47750	'84	Kansas
	'83	3315	13744	529	14310	4171	523	892	75	273	28	3901	41761	'83	
Kentucky	'84	6834	18411	81	15877	3005	707	1365	501	142	94	6284	53301	'84	Kentucky
	'83	3141	15828	90	13836	2503	490	956	312	100	59	4398	41713	'83	
Louisiana	'84	10261	27466	206	23317	6801	760	1535	596	336	254	15437	86969	'84	Louisiana
	'83	6673	25722	181	22708	6331	706	1195	343	232	67	10597	74755	'83	
Maine	'84	3875	5987	38	5439	2786	292	954	136	76	47	3262	22892	'84	Maine
	'83	2140	5619	32	4835	2457	313	500	64	42	40	2649	18691	'83	
Maryland	'84	11191	24789	327	18554	4304	1554	3021	829	211	244	13368	78392	'84	Maryland
	'83	5642	19680	180	16644	3297	1084	1304	340	156	132	8130	56589	'83	
Massachusetts	'84	12553	21981	318	17589	6213	1409	6550	755	203	297	11951	79819	'84	Massachusetts
	'83	5445	17527	320	13121	5006	1186	2929	429	54	109	8105	54231	'83	
Michigan	'84	29407	58364	278	51020	20374	2258	5492	376	453	216	7927	176155	'84	Michigan
	'83	13614	43759	206	42447	16471	1670	3416	173	258	132	4932	127078	'83	
Minnesota	'84	10856	30631	400	21385	5065	2016	3197	462	1221	142	7907	83282	'84	Minnesota
	'83	4924	24279	380	19128	4373	1358	1477	384	614	100	4752	61769	'83	
Mississippi	'84	3458	12804	297	11571	4261	552	534	390	286	63	7393	41609	'84	Mississippi
	'83	1854	11335	226	11280	3946	507	401	258	202	41	5158	35208	'83	
Missouri	'84	12653	[illegible]	297	24791	9195	1369	2395	188	374	195	10883	89569	'84	Missouri
	'83	6433	[illegible]	362	22151	7634	1063	1579	114	182	45	7120	69587	'83	
Montana	'84	1552	[illegible]	169	4927	1487	100	722	75	345	34	2440	17842	'84	Montana
	'83	1008	[illegible]	83	5358	1809	140	454	38	240	40	1766	17389	'83	
Nebraska	'84	3082	[illegible]	833	8334	2311	1255	1209	212	1788	310	2657	31573	'84	Nebraska
	'83	1722	[illegible]	413	8580	2384	1123	656	92	1152	133	1707	27239	'83	
Nevada	'84	2279	[illegible]	39	4088	1843	155	980	11	65	22	5147	20843	'84	Nevada
	'83	1543	4435	14	3308	1540	71	503	12	23	9	3354	14812	'83	
New Hampshire	'84	4098	6468	39	6974	2558	487	1645	205	28	40	4880	27422	'84	New Hampshire
	'83	1947	5667	44	5671	2052	585	825	76	32	37	3613	20549	'83	
New Jersey	'84	16749	27583	972	20332	7578	2464	5127	1995	620	516	13367	97303	'84	New Jersey
	'83	8431	20642	531	15204	4666	1490	2249	1100	297	375	7433	62418	'83	
New Mexico	'84	2991	12230	68	9053	3723	406	1538	120	249	27	6105	36511	'84	New Mexico
	'83	1889	10235	46	8011	3493	338	804	41	174	11	4582	29624	'83	
New York	'84	29929	41323	52	36821	11198	3510	7795	925	247	227	20024	152051	'84	New York
	'83	14990	34229	473	31029	8685	3254	4075	1058	133	232	13001	111159	'83	
North Carolina	'84	9703	28585	686	28914	6977	2407	3448	771	1122	658	23779	107150	'84	North Carolina
	'83	5201	24819	711	25663	5617	1862	2066	421	711	317	16138	83526	'83	
North Dakota	'84	1845	4865	45	[illegible]	1305	181	647	73	191	13	1499	15677	'84	North Dakota
	'83	1044	4313	50	4828	1361	134	278	64	85	9	1057	13223	'83	
Ohio	'84	21413	42829	547	43963	10407	3186	3386	1353	903	361	14531	142879	'84	Ohio
	'83	9537	31657	357	34003	7607	1959	1683	584	461	211	8265	96324	'83	
Oklahoma*	'84	6389	23516	1	22417	7333	932	2158	80	187	21	8031	71125	'84	Oklahoma
	'83													'83	
Oregon	'84	5531	14449	337	13695	3917	466	1689	165	520	197	15593	56659	'84	Oregon
	'83	2893	12255	342	13251	3377	440	572	84	366	92	11871	45583	'83	
Pennsylvania	'84	24349	48576	718	35087	9152	2880	7492	2255	592	364	17217	149482	'84	Pennsylvania
	'83	11101	38832	482	29795	6959	2748	4108	1333	429	225	10764	106776	'83	
Rhode Island	'84	1766	2450	31	1836	761	181	648	167	26	32	2277	10175	'84	Rhode Island
	'83	703	1900	20	1342	653	112	323	69	19	11	1592	6744	'83	
South Carolina	'84	6199	14322	169	14565	4523	639	1394	458	359	112	10902	53642	'84	South Carolina
	'83	2566	11137	108	10795	3364	504	667	238	284	83	6446	36192	'83	
South Dakota	'84	1393	3934	126	4042	811	250	680	38	204	31	1321	12830	'84	South Dakota
	'83	796	3626	77	4253	804	198	355	14	136	22	960	11241	'83	
Tennessee	'84	9190	23847	760	20105	7514	1422	1875	788	1003	1308	15831	83643	'84	Tennessee
	'83	4247	17949	490	17629	6156	934	1114	337	441	185	9362	58844	'83	
Texas	'84	42723	118259	1686	130081	35434	4804	11206	1744	2290	786	51492	400510	'84	Texas
	'83	25398	101838	1076	116435	31346	4312	6970	1328	1496	422	32861	323482	'83	
Utah	'84	3324	8637	145	7384	2610	283	1862	108	330	33	5335	30071	'84	Utah
	'83	1720	7027	124	6836	2477	134	960	62	197	26	3982	23545	'83	
Vermont	'84	1576	3390	5	3476	1236	179	950	86	11	27	2459	13395	'84	Vermont
	'83	781	2567	13	2909	988	169	453	68	17	15	1526	9506	'83	
Virginia	'84	12966	30538	286	22243	5655	1210	4961	922	346	311	19749	99187	'84	Virginia
	'83	7157	24421	175	18829	5181	948	2760	570	201	222	13169	73633	'83	
Washington	'84	6364	17753	186	16225	3844	615	1628	174	842	88	16907	64627	'84	Washington
	'83	2974	14938	144	15097	3442	460	618	131	422	61	11505	49792	'83	
West Virginia	'84	4261	11645	9	11923	1735	375	1332	198	92	44	3108	34722	'84	West Virginia
	'83	2316	9740	13	9431	1463	424	916	115	27	47	2241	26733	'83	
Wisconsin	'84	10358	22647	369	18178	6272	1610	2636	556	721	181	7150	70678	'84	Wisconsin
	'83	5310	18904	218	15859	5281	1213	1140	310	492	292	4353	53372	'83	
Wyoming	'84	1895	5847	14	4697	1852	82	930	11	133	8	1582	17021	'84	Wyoming
	'83	1132	5103	10	4447	1688	85	553	20	60	27	1303	14428	'83	
Federal Gov't	'84	8119	5493	1	29150	856	3007	24	199	3	11	26	46889	'84	Federal Govt.
	'83	6558	8552		7030	609	1673	315	267	1	523	20	25548	'83	
Motor Homes	'84		3435		10394	500						957	15286	'84	Motor Homes
	'83		2972		7427	296						840	11535	'83	
U.S. Total	'84	503967	1162001	18889	1089853	305196	66713	148040	25617	26731	10797	689388	4047192	'84	U.S. Total
	'83	263687	942568	13999	904672	247970	50526	76453	15038	15998	6197	439448	2976556	'83	

Notes: 1984 Data for New York and Oklahoma compiled from manufacturers' sales records. All data property of R. L. Polk & Co.; may not be copied, sold, or reprinted without Polk permission.
*Not available for 1983.

SALES/REGISTRATIONS

NEW TRUCK SALES BY MAKE AND GVW CLASS

1984 VS. 1983•

		Group 1 6,000 lbs and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	'84	....	....	....	....	....	....	....	1,260	1,260
	'83	....	....	....	....	....	....	....	992	992
CHEVROLET	'84	552,603	486,258	33,370	....	257	6,964	9,723	678	1,089,853
	'83	491,968	377,945	21,212	....	282	5,735	7,079	451	904,672
(Memo Units)#	'84	379,122	192,981	....	....	....	....	....	....	572,103
	'83	330,583	151,345	....	....	....	....	....	....	481,928
DODGE	'84	286,160	137,898	....	....	....	....	....	....	424,058
	'83	153,088	100,412	....	....	....	....	....	....	253,500
(Memo Units)#	'84	298,746	84,092	....	....	....	....	....	....	283,255
	'83	98,029	72,352	....	....	....	....	....	....	170,381
FORD	'84	324,770	787,062	....	....	....	12,298	25,551	12,320	1,162,001
	'83	329,925	575,921	....	....	....	10,467	18,714	7,541	942,568
(Memo Units)#	'84	320,877	253,162	....	....	....	....	....	....	574,039
	'83	261,992	214,273	....	....	....	....	....	....	476,265
FREIGHTLINER	'84	....	....	....	....	....	....	....	16,409	16,409
	'83	....	....	....	....	....	....	....	11,111	11,111
GMC	'84	131,605	134,707	2,546	....	4,108	6,615	13,071	12,544	305,196
	'83	109,321	114,677	720	....	634	6,255	9,079	7,284	247,970
(Memo Units)#	'84	81,763	49,224	....	....	....	....	....	....	130,987
	'83	65,957	45,876	....	....	....	....	....	....	111,833
INTERNATIONAL	'84	....	....	....	....	....	22,304	15,100	29,309	66,713
	'83	....	....	....	....	....	19,702	11,443	19,381	50,526
JEEP	'84	126,129	21,871	....	....	....	....	....	....	148,040
	'83	50,702	25,751	....	....	....	....	....	....	76,453
(Memo Units)#	'84	126,169	18,572	....	....	....	....	....	....	144,741
	'83	50,702	21,770	....	....	....	....	....	....	72,472
KENWORTH	'84	....	....	....	....	....	....	....	13,624	13,624
	'83	....	....	....	....	....	....	....	7,972	7,972
MACK	'84	....	....	....	....	....	3,415	719	21,483	25,617
	'83	....	....	....	....	....	2,119	901	12,018	15,038
MERCEDES-BENZ	'84	....	....	....	....	....	1,562	928	....	2,480
	'83	....	....	....	....	....	1,821	967	....	2,888
PETERBILT	'84	....	....	....	....	....	....	....	13,107	13,107
	'83	....	....	....	....	....	....	....	8,026	8,026
PLYMOUTH	'84	79,784	125	....	....	....	....	....	....	79,909
	'83	6,797	3,390	....	....	....	....	....	....	10,187
VOLVO	'84	....	....	....	....	....	....	1,350	603	1,953
	'83	....	....	....	....	....	....	1,010	631	1,641
WESTERN STAR	'84	....	....	....	....	....	....	....	713	713
	'83	....	....	....	....	....	....	....	322	322
WHITE	'84	....	....	....	....	....	....	....	6,871	6,871
	'83	....	....	....	....	....	....	....	3,242	3,242
MISCELLANEOUS☆	'84	677,603	9,066	405	712	57	92	232	1,221	689,388
	'83	430,476	7,321	10	360	7	....	233	1,041	438,406
TOTALS	'84	2,178,694	1,576,987	36,321	712	4,422	53,240	66,674	130,142	4,047,192
	'83	1,572,277	1,205,417	21,942	360	923	46,199	49,426	80,012	2,976,556

•—New York and Oklahoma registrations, for 1984 compiled from manufacturers' sales records; no registrations for Oklahoma, 1983; New York, November, 1983

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks; Ford, Econoline and Bronco; GMC, Vandura and Jimmy. ☆—Miscellaneous includes imports, FWD, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data

REGISTRATION RECORDS

Best years for new trucks

1984	4,047,192	1970	1,790,177
1978	3,963,340	1968	1,775,601
1977	3,509,328	1966	1,610,450
1979	3,472,209	1965	1,518,426
1976	3,058,009	1967	1,510,289
1973	3,029,074	1964	1,361,772
1983	2,976,556	1963	1,244,224
1974	2,656,918	1950	1,142,307
1972	2,513,952	1962	1,068,725
1980	2,476,777	1948	1,035,174
1982	2,430,471	1951	1,003,850
1975	2,397,417	1949	961,961
1981	2,185,489	1955	957,001
1971	1,993,186	1960	943,485
1969	1,888,812	1959	942,133

Source: R. L. Polk & Co.

U.S. TRUCK REGISTRATIONS

Twelve months, 1984 vs. 1983★

Make	12 mos., 1984	Percent Share of '84 market	12 mos., 1983	Percent Share of '83 market	Pct. pt. Change, '84-83
Ford	1,162,001	28.71	942,568	31.67	−2.96
Chevrolet	1,089,853	26.93	904,672	30.39	−3.46
Dodge	424,058	10.48	253,500	8.52	+1.96
GMC	305,196	7.54	247,970	8.33	−0.79
Jeep	148,040	3.66	76,453	2.57	+1.09
Plymouth☆	79,909	1.97	10,187	0.34	+1.63
International	66,713	1.65	50,526	1.70	−0.05
Mack	25,617	0.63	15,038	0.50	+0.13
Freightliner	16,409	0.41	11,111	0.37	+0.04
Kenworth	13,624	0.34	7,972	0.27	+0.07
Peterbilt	13,107	0.32	8,026	0.27	+0.05
White	6,871	0.17	3,242	0.11	+0.06
Mercedes	2,480	0.06	2,888	0.10	−0.04
Volvo	1,953	0.05	1,641	0.06	−0.01
Autocar	1,260	0.03	992	0.03	....
Western Star	713	0.02	322	0.01	+0.01
Miscellaneous☆☆	689,388	17.03	439,448	14.76	+2.27
TOTALS	4,047,192	100.00	2,976,556	100.00	....

★—New York and Oklahoma for 1984 compiled from manufacturers' sales records; No registrations for Oklahoma, 1983

☆—Plymouth trucks are Trail Duster, Voyager, Scamp and Arrow.

☆☆—Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

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U.S. HEAVY-DUTY REGISTRATIONS

Twelve months, 1984 vs. 1983★

Make	12 mos., 1984	Percent Share of '84 market	12 mos., 1983	Percent Share of '83 market	Pct. pt. Change, '84-83
International	44,409	22.56	30,824	23.81	−1.25
Ford	37,871	19.24	26,255	20.28	−1.04
GMC	25,615	13.02	16,363	12.64	+0.38
Mack	22,202	11.28	12,919	9.98	+1.30
Freightliner	16,409	8.34	11,111	8.58	−0.24
Kenworth	13,624	6.92	7,972	6.16	+0.76
Peterbilt	13,107	6.66	8,026	6.20	+0.46
Chevrolet	10,401	5.29	7,530	5.82	−0.53
White	6,871	3.49	3,242	2.51	+ .98
Volvo	1,953	0.99	1,641	1.27	−0.28
Autocar	1,260	0.64	992	0.77	−0.13
Mercedes-Benz	928	0.47	967	0.75	−0.28
Western Star	713	0.36	322	0.75	+0.11
Miscellaneous	1,453	0.74	1,274	0.98	−0.24
TOTALS	196,816	100.00	129,438	100.00	....

★—Groups 7 and 8 trucks only; New York and Oklahoma for 1984 compiled from manufacturers' sales records; No registrations for Oklahoma, 1983.

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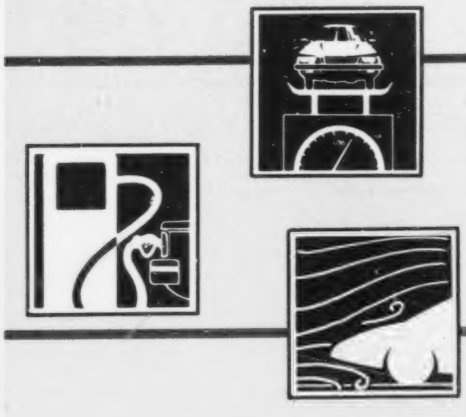
U.S. TRUCK REGISTRATIONS SINCE 1956

	BROCKWAY	CHEVROLET	CHRYSLER CORP	DAIMLER-BENZ	DIAMOND REO	DODGE①	FORD	FREIGHTLINER②	GMC	INTERNATIONAL	JEEP	KENWORTH③	MACK	PACCAR CORP.	PETERBILT	VOLVO-WHITE	WHITE④	TOTAL
1956	884	302,145	—	—	4,037	57,651	263,753	—	82,266	108,014	23,488	1,239	13,190	....	609	....	15,137	894,366
1957	738	290,960	—	—	3,472	49,431	277,301	—	62,165	96,956	22,005	980	13,312	....	486	....	12,491	858,085
1958	959	247,470	—	—	2,929	37,037	206,787	—	55,950	89,745	22,523	813	11,865	....	393	....	12,142	726,704
1959	1,196	306,237	—	—	3,008	52,278	292,931	—	69,509	109,053	30,864	715	13,473	....	595	....	15,497	942,133
1960	1,103	316,962	—	—	2,421	43,606	280,501	—	82,546	110,349	31,385	1,400	10,876	....	810	....	14,179	943,485
1961	979	306,175	—	—	1,795	40,147	284,214	—	69,596	116,538	32,644	1,135	8,618	....	714	....	13,199	918,608
1962	1,074	366,506	—	—	1,820	55,593	332,328	—	80,590	130,959	30,426	1,316	10,353	....	1,158	....	15,151	1,068,725
1963	1,206	425,406	—	—	2,072	75,025	382,099	—	87,814	145,105	44,339	1,997	12,099	....	1,482	....	16,438	1,244,224
1964	1,100	483,853	—	—	1,992	98,030	404,999	—	99,148	148,008	44,385	2,347	12,064	....	1,812	....	16,609	1,361,772
1965	1,047	567,473	—	—	2,486	116,639	477,068	—	118,273	148,195	42,415	2,876	13,127	....	2,023	....	18,954	1,528,859
1966	1,288	585,561	—	—	2,874	120,082	522,307	—	115,122	155,566	42,860	3,472	15,014	....	2,374	....	20,683	1,610,450
1967	1,248	551,923	—	—	3,913	101,458	494,921	—	113,982	150,946	39,757	2,912	13,434	....	2,230	....	17,458	1,518,426
1968	1,298	626,858	—	—	3,539	138,205	624,894	—	133,308	140,948	38,486	4,008	14,932	....	3,023	....	19,905	1,775,601
1969	1,507	670,890	—	—	4,151	130,446	679,237	—	139,449	137,888	36,017	5,592	15,655	....	3,630	....	21,321	1,888,812
1970	1,655	557,997	—	—	3,964	137,509	666,613	5,867	125,657	143,195	33,984	5,320	17,740	....	3,457	....	12,139	1,790,177
1971	1,685	647,258	—	—	4,107	159,778	700,635	6,495	144,112	158,194	36,354	6,739	15,582	....	4,296	....	10,622	1,993,186
1972	2,061	802,755	—	—	4,332	209,333	858,630	9,244	174,794	189,210	50,926	9,232	20,005	....	5,698	....	11,312	2,513,952
1973	2,267	991,099	—	—	4,757	325,051	995,156	12,483	213,797	199,875	68,227	11,601	24,075	....	6,869	....	13,906	3,029,074
1974	2,508	860,358	—	—	4,032	292,213	865,000	11,713	183,755	161,375	96,835	10,489	22,710	....	8,428	....	13,582	2,656,918
1975	1,451	815,595	—	—	1,589	282,271	747,807	6,237	170,186	111,352	85,111	5,633	13,718	....	4,801	....	7,137	2,397,417
1976	1,264	1,052,438	—	—	387	399,644	950,933	7,075	255,360	100,657	107,487	8,024	14,696	....	5,839	....	7,348	3,058,009
1977	802	1,133,201	—	—	5	460,623	1,139,224	9,928	280,776	108,753	124,843	12,330	22,994	....	9,453	....	10,844	3,509,328
1978	37	1,275,787	—	—	—	464,470	1,314,251	11,725	329,185	116,574	163,548	14,345	27,390	....	9,454	....	13,292	3,963,340
1979	2	1,085,855	—	—	—	371,970	1,123,605	14,308	283,329	116,739	145,583	14,893	29,265	....	8,693	....	12,512	3,472,209
1980	—	737,788	—	—	95	256,829	784,132	11,473	181,252	74,484	81,923	11,163	21,743	....	7,008	....	7,664	2,476,777
1981	—	650,460	—	—	—	166,363	697,213	9,095	160,703	61,792	58,257	10,379	19,698	....	6,654	....	2,857	2,185,489
1982	—	758,107	—	—	—	218,[illegible]78	733,120	7,292	212,908	45,902	62,097	7,344	15,590	....	5,781	....	2,669	2,430,471
1983	—	904,672	263,687	13,999	—	253,500	942,568	11,111	247,970	50,526	76,453	7,972	15,038	15,998	8,026	6,197	3,242	2,976,556
1984	—	1,089,853	503,967	18,889	—	—	1,162,001	—	305,196	66,713	148,040	....	25,617	26,731	....	10,797	....	4,047,192

①Dodge included in Chrysler Corp. totals beginning in 1983 ②Freightliner included in White totals until 1970, included in Daimler-Benz beginning in 1983 ③Kenworth, Peterbilt included in Paccar totals beginning in 1983

④White totals include Autocar and Western Star. White included in Volvo-White beginning in 1983

Source: R. L. Polk & Co.



PRODUCTS/ SPECIFICATIONS

U. S. 1985-model passenger-car specifications

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in. ft.)
AMERICAN MOTORS—Eagle Sedan 4	109.3	180.9	72.3	54.4	3280	38.1	40.8	59.6	57.6	L4	3.88 x 3.19	2.5/150	2V	9.2	NA	NA	22.0	6.5	4.0	3.54	4	15	37.2
Eagle Wagon 6	109.3	180.9	72.3	54.6	3433	38.1	40.8	59.6	57.6	L6	3.75 x 3.90	4.2/258	2V	9.2	NA	NA	22.0	14.0	5.0	2.73	4	15	37.2
BUICK — Skyhawk 2-dr. (Turbo OHC)	101.2	175.3	62.0	54.0	2400	37.7	42.1	55.4	55.2	L4	3.34 x 3.13	1.8/110	F.I.	8.0	150 @ 5600	150 @ 2800	13.6	8.0	4.0	3.65	F	13	34.7
Skyhawk 4-dr.	101.2	175.3	62.0	54.0	2436	38.5	42.2	55.4	55.2	L4	35 x 3.15	2.0/121	F.I.	9.3	86 @ 4900	100 @ 3000	13.6	9.6	5.0	4.10	F	13	34.7
Skyhawk Wagon (OHC)	101.2	175.3	62.0	54.0	2507	38.5	42.2	55.4	55.2	L4	3.34 x 3.13	1.8/110	F.I.	9.0	84 @ 5200	102 @ 2800	13.6	7.9	5.0	3.45	F	13	34.7
Skylark 4-dr. V-6	104.9	181.1	68.9	53.7	2580	38.2	42.2	58.7	57.0	L4	4 x 3	2.5/151	F.I.	8.2	90 @ 4000	132 @ 2800	15.1	10.6	5.0	3.32	F	13	39.4
Somerset Regal	103.4	180.0	67.7	52.1	2471	37.7	42.9	55.5	55.2	L4	4 x 3	2.5/151	F.I.	9.0	92 @ 4400	132 @ 2800	13.6	4.62	5.0	2.84	F	13	35.4
Regal 2-dr. V-6	108.1	200.6	71.6	54.5	3172	37.8	42.8	58.5	57.8	V-6	3.8 x 3.4	3.8/231	2V	8.0	110 @ 3800	190 @ 1600	18.1	13.0	5.0	2.41	R	14	38.6
Regal Wagon (diesel)	108.1	196.7	71.2	56.5	3500	38.8	42.8	58.5	57.7	V-6	4.06 x 3.39	4.3/263	F.I.	21.6	85 @ 3600	165 @ 1600	18.2	NA	5.0	2.29	R	14	38.6
Century 2-dr. 4	104.9	189.1	67.7	53.6	2690	38.6	42.1	58.7	56.8	L-4	4 x 3	2.5/151	F.I.	9.0	92 @ 4400	132 @ 2800	15.7	8.9	4.0	2.39	F	14	38.5
Century 4-dr. V-6	104.9	189.1	67.7	53.6	2619	38.6	42.1	58.7	56.8	V-6	3.8 x 2.66	3.0/181	2V	8.4	112 @ 4800	145 @ 2400	15.7	12.1	5.0	2.53	F	13	38.5
Century Wagon (diesel)	104.9	191.0	69.4	54.2	2940	38.6	42.1	59.7	56.8	V-6	4.06 x 3.39	4.3/263	F.I.	21.6	85 @ 3600	165 @ 1600	16.6	13.2	NA	3.06	F	14	38.5
Riviera V-6	114	206.6	71.5	53.7	3679	37.9	42.8	59.3	60.0	V-8	3.8 x 3.39	50/307	4V	8.0	140 @ 3600	240 @ 1600	21.1	13.0	5.0	3.15	F	15	39.9
LeSabre 2-dr.V-6	115.9	218.4	76.2	56.0	3635	38.5	42.2	61.8	60.7	V-6	3.8 x 3.4	3.8/231	2V.	8.0	110 @ 3800	190 @ 1600	250	13.5	5.0	2.73	R	15	40.3
LeSabre 4-dr.V-8	115.9	218.4	76.2	56.7	3700	39.5	42.2	61.8	60.7	V-8	3.8 x 3.39	5.0/305	4V	8.0	140 @ 3600	240 @ 1600	25.0	13.0	5.0	2.73	R	15	40.3
Electra Sedan FWD	110.8	197.4	72.1	54.2	3243	39.3	42.4	60.3	59.7	V-6	3.8 x 3.4	3.8/231	F.I.	8.20	125 @ 4400	195 @ 2000	8.0	12.4	5.0	2.84	F	14	39.4
Electra Wagon (diesel)	115.9	220.5	79.3	59.6	4300	39.6	42.2	62.2	64.0	V-8	4.05 x 3.39	5.7/350	F.I.	21.6	105 @ 3200	200 @ 1600	22.0	15.6	8.0	2.93	R	15	40.5
OPTIONAL ENGINES: Skylark, Century										V-6	3.5 x 2.99	2.8/173	2V	8.4	112 @ 5100	148 @ 2400							
Skylark										V-6	3.5 x 2.99	2.8/173	F.I.	8.9	135 @ 5100	165 @ 3600							
Somerset Regal										V-6	3.8 x 2.66	3.0/181	F.I.	9.0	125 @ 4900	150 @ 2400							
Century										V-6	3.8 x 3.4	3.8/231	F.I.	8.0	125 @ 4400	195 @ 2000							
Riviera (turbo)										V-6	3.8 x 3.4	3.8/231	F.I.	8.0	190 @ 4000	300 @ 2400							
Regal (turbo)										V-6	3.8 x 3.4	3.8/231	4V	8.0	200 @ 4000	300 @ 2400							
LeSabre										V-6	3.97 x 3.4	4.1/252	4V	8.0	125 @ 4000	205 @ 2000							
Regal (diesel)										V-6	4.06 x 3.39	4.3/263	F.I.	21.6	85 @ 3600	165 @ 1600							
LeSabre, Riviera (diesel)										V-8	4.06 x 3.39	5.7/350	F.I.	22.5	105 @ 3200	200 @ 1600							
CADILLAC—Cimarron	101.2	173.1	65.0	52.0	2583	38.2	42.2	55.4	55.2	L4	3.5 x 3.15	2.0/121	F.I.	9.3	85 @ 4800	110 @ 2400	13.6	8.3	5.0	3.83	F	13	38.2
Seville	114.0	204.8	70.9	54.3	3804	38.1	42.8	59.3	55.2	L4	3.5 x 3.15	2.0/121	F.I.	8.5	135 @ 4400	200 @ 2200	20.3	12.0	6.0	3.15	F	15	42.2
Eldorado	114.0	204.5	70.6	54.3	3734	37.9	42.8	59.3	60.6	V-8	3.47 x 3.31	4.1/249	F.I.	8.5	135 @ 4400	200 @ 2200	20.3	12.0	6.0	3.15	F	15	42.2
'85 Coupe deVille/Fleetwood	110.8	195.0	71.7	55.0	3324	39.3	42.4	60.3	59.8	V-8	3.47 x 3.31	4.1/249	F.I.	9.0	125 @ 4200	190 @ 2200	18.0	12.4	5.0	3.15	F	14	39.4
Fleetwood Sedan	121.5	221.0	75.3	56.7	4029	39.0	42.0	61.7	60.7	V-8	3.47 x 3.31	4.1/249	F.I.	8.5	135 @ 4400	200 @ 2200	24.5	10.8	5.0	3.42	R	15	44.1
Limousine	134.4	218.6	71.7	55.0	3583	38.9	40.9	60.3	59.8	V-8	3.47 x 3.31	4.1/249	F.I.	9.0	125 @ 4200	190 @ 2200	18.0	12.4	5.0	2.97	F	14	48.6
OPTIONAL ENGINES:Cimarron										V-6	3.5 x 2.99	2.8/173	F.I.	8.9	125 @4800	155 @3600							
Eldo deville, Bram,**Set and strip** (diesels)										V-8	4.06 x 3.39	5.7/350	F.I.	22.7	105 @ 3200	200 @ 1600							
DeVille and Fleetwood (diesel)										V-6	4.06 x 3.39	4.3/263	F.I.	22.8	85 @ 3600	165 @ 1600							
CHEVROLET—Chevette 2-dr.	94.3	161.9	61.8	52.8	2090	37.8	41.7	51.2	51.2	L4	3.23 x 2.98	1.6/98	2V	9.0	65 @ 5200	80 @ 3200	12.5	9.0	5.0	3.36	R	13	30.2
Chevette 4-dr.(diesel)	97.3	164.9	61.8	52.8	2321	37.9	41.7	51.2	51.2	L4	3.31 x 3.23	1.8/111	F.I.	22	51 @ 5000	72 @ 2000	12.5	9.0	6.	3.36	R	13	30.8
Cavalier 2-dr.	101.2	172.4	66.0	51.9	2369	37.7	42.1	55.4	55.2	L4	3.5 x 3.15	2.0/121	F.I.	9.3	38 @ 4800	110 @ 2400	13.6	9.6	5.0	3.32	F	13	34.7
Cavalier 4-dr.	101.2	174.3	66.3	53.8	2389	38.5	42.2	55.4	55.2	L4	3.5 x 3.15	2.0/121	F.I.	93.0	88 @ 4800	110 @ 2400	13.6	9.6	5.0	3.32	F	13	34.7
Cavalier Hatchback	101.2	172.4	66.0	51.7	2418	37.6	42.1	55.4	55.2	L4	3.5 x 3.15	2.0/121	F.I.	9.3	88 @ 4800	110 @ 2400	13.6	9.6	5.0	3.32	F	13	34.7
Cavalier Wagon	101.2	174.5	66.3	54.3	2461	38.4	42.2	55.4	55.2	L4	35 x 3.15	2.0/121	F.I.	9.3	88 @ 4800	110 @ 2400	13.6	9.6	5.0	3.32	F	13	34.7
Citation II 2-dr.4	104.9	176.7	68.3	53.9	2456	38.1	42.2	58.7	57.0	L4	4 x 3	2.5/151	F.I.	9.0	92 @ 4000	134 @ 2800	14.6	8.8	4.0	3.32	F	13	36.1
Citation II 4-dr. V-6	104.9	176.7	68.3	53.9	2570	38.1	42.2	58.7	57.0	V-6	3.5 x 2.99	2.8/173	2V	8.5	112 @ 4800	145 @ 2100	15.1	10.7	5.0	3.32	F	13	36.1
Camaro 4	101.0	187.8	72.8	50.0	2892	37.0	43.0	60.7	61.6	L4	4 x 3	2.5/151	F.I.	9.0	92 @ 4800	134 @ 2800	15.8	9.3	4.0	3.42	R	14	36.9
Camaro V-6	101.0	187.8	72.8	50.0	2958	37.0	43.0	60.7	61.6	V-6	3.5 x 2.99	2.8/173	2V	8.5	107 @ 4800	145 @ 2100	16.2	12.9	5.0	3.42	R	14	36.9
Monte Carlo V-6	108.0	200.4	71.8	54.4	3177	37.6	42.8	58.5	57.8	V-6	4.0 x 3.43	4.3/262	F.I.	9.3	130 @ 3600	210 @ 2000	18.1	15.1	5.0	2.41	R	14	37.1
Monte Carlo V-8	108.0	200.4	71.8	54.4	3292	37.6	42.8	58.5	57.8	V-8	3.74 x 3.48	5.0/305	4V	8.6	150 @ 4000	240 @ 2400	18.1	16.4	6.0	2.29	R	14	37.1
Celebrity 2-dr. 4	104.9	188.3	69.3	54.3	2668	38.8	42.1	58.7	57.0	L4	4 x 3	2.5/151	F.I.	9.0	92 @ 4000	134 @ 2800	15.7	9.8	4.0	3.65	F	13	36.9
Celebrity 4-dr. V-6	104.9	188.3	69.3	53.9	2775	38.6	42.1	58.7	57.0	V-6	3.5 x 2.99	2.8/173	F.I.	8.9	135 @ 5100	165 @ 3600	16.4	12.5	5.0	2.84	F	13	36.9
Celebrity Wagon (diesel)	104.9	188.3	69.3	54.3	3116	38.6	42.1	58.7	57.0	V-6	4.06 x 3.39	4.3/263	F.I.	22.8	85 @ 3600	165 @ 1600	16.6	13.0	6.0	2.66	F	14	37.0
Chevrolet 4-dr.V-6	116.0	212.2	75.4	56.4	3486	39.5	42.2	61.7	60.7	V-6	4.0 x 3.43	4.3/262	F.I.	9.3	130 @ 3600	210 @ 2000	25.0	14.2	5.0	2.73	R	15	38.7
Chevrolet Wagon V-8	116.0	215.1	79.3	58.1	4069	39.6	42.2	62.2	64.1	V-8	3.74 x 3.48	5.0/305	4V	8.6	150 @ 4000	240 @ 2400	22.0	15.5	6.0	2.73	R	15	39.7
Corvette	96.2	176.5	71.0	46.6	3192	36.4	42.6	59.6	60.4	V-8	4 x 3.48	5.7/350	F.I.	9.0	230 @ 4000	333 @ 3200	20.0	14.7	5.0	3.07	R	16	40.1
OPTIONAL ENGINES: Citation II, Celebrity										V-6	3.5 x 2.99	2.8/173	F.I.	8.9	130 @ 4800	155 @ 3600							
Camaro										V-8	3.74 x 3.48	5.0/305	4V	9.5	155 @ 4200	245 @ 2000							

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PRODUCTS/SPECIFICATIONS

U. S. 1985-model passenger-car specifications

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Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater(qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in. ft.)
Monte Carlo (SS)										V-8	3.74 x 3.48	5.0/305	4V	9.5	180 @ 4800	235 @ 3200							
Camaro (Z—28)										V-8	3.74 x 3.48	5.0/305	4V	9.5	190 @ 4800	240 @ 3200							
Chevrolet, Monte Carlo (diesels)										V-8	4 x 3.39	5.7/350	F.I.	22.1	105 @ 3200	200 @ 1600							
Camaro										V-8	3.74 x 3.48	5.0/305	F.I.	9.5	215 @ 4400	275 @ 3200							
Cavalier										V-6	3.50 x 2.99	2.8/173	F.I.	8.9	125 @ 4800	155 @ 3600							
CHRYSLER—Laser	97.0	175.0	69.3	50.3	2550	37.1	42.4	57.6	57.2	L4	3.44 x 3.62	2.2/135	F.I.	9.0	99 @ 5600	121 @ 3200	14.0	8.7	5.0	2.57	F	14	33.5
LeBaron 4-dr.	100.3	179.8	68.5	53.0	2560	38.6	42.2	57.6	57.0	L4	3.44 x 3.62	2.2/135	2V	9.0	96 @ 5200	119 @ 3200	14.0	8.7	5.0	2.57	F	14	34.8
LeBaron Wagon 4	100.1	179.6	68.5	52.7	2730	38.5	42.2	57.6	57.0	L4	3.59 x 3.86	2.6/156	2V	8.7	101 @ 4800	140 @ 2800	14.0	8.7	5.5	3.02	F	14	34.8
LeBaron Exec. Wagon	124.0	203.4	68.5	53.0	3007	38.1	42.3	57.6	57.2	L4	3.59@3.86	2.6@156	2V	8.7	101@4800	140@2800	14	8.7	5.5	3.02	F	14	34.8
LeBaron GTS	103.1	180.4	68.3	53.0	2535	38.3	42.2	57.6	57.2	L4	3.44 x 3.62	2.2/135	F.I.	9.0	99 @ 5600	121 @ 3200	14.0	9.0	5.0	2.57	F	14	36.2
New Yorker (turbo)	103.3	185.7	68.3	52.9	2793	38.5	42.5	57.6	57.0	L4	3.44 x 3.62	2.2/135	F.I.	8.1	140 @ 5200	160 @ 3600	14.0	8.7	5.0	3.02	F	14	35.6
E-Class	103.3	187.2	68.3	52.9	2595	38.7	42.2	57.6	57.0	L4	3.44 x 3.62	2.2/135	F.I.	9.0	99 @ 5600	121 @ 3200	14.0	8.7	5.0	3.02	F	14	35.6
Fifth Avenue	112.7	206.7	74.2	55.3	3747	39.3	42.5	60.0	59.5	V-8	3.91 x 3.31	5.2/318	2V	8.7	130 @ 4000	235 @ 1600	18.0	15.0	5.0	2.26	R	15	40.7
OPTIONAL ENGINES:																							
LeBaron, Laser, LeBaron GTS turbos										L4	3.44 x 3.62	2.2/135	F.I.	8.1	146 @ 5200	168 @ 3600							
E-Class, New Yorker										L4	3.59 x 3.86	2.6/156	2V	8.7	101 @ 4800	140 @ 2800							
DODGE—Charger 1.6-liter	96.6	174.8	66.7	50.8	2224	37.2	42.5	56.1	55.9	L4	3.17 x 3.07	1.6/97.1	2V	8.8	64 @ 4800	87 @ 2800	13.0	7.0	4.5	2.69	F	13	37.3
Charger 2.2	96.6	174.8	66.7	50.8	2271	37.2	42.5	56.1	55.9	L4	3.44 x 3.62	2.2/135	2V	9.0	101 @ 5200	124 @ 3200	13.0	8.7	5.0	2.57	F	14	37.3
Shelby Charger Turbo	96.6	174.7	66.7	50.2	2410	37.2	42.5	56.1	55.9	L4	3.44 x 3.62	2.2/135	F.I.	8.1	146 @5200	168 @3600	13.0	8.7	5.0	2.57	F	14	37.3
Omni 4-dr. 2.2-liter	99.1	164.8	65.8	53.1	2211	38.1	42.1	56.1	55.6	L4	3.44 x 3.62	2.2/135	2V	9.0	96 @ 5200	119 @ 3200	13.0	8.7	5.0	2.20	F	13	38.1
Omni 4-dr. GLH	99.1	164.8	65.8	53.1	2211	38.1	42.1	56.1	55.9	L4	3.4 x 3.62	2.2/135	2V	9.6	110 @ 5600	129 @ 3600	13.0	8.7	5.0	2.78	F	15	38.1
Omni GLH Turbo	99.1	164.8	65.8	53.1	2400	38.1	42.1	56.1	55.9	L4	3.44 x 3.62	2.2/135	F.I.	8.1	146 @5200	168 @3600	13.0	8.7	5.0	2.57	F	15	38.1
Aries 4-dr. 2.2 liter	100.3	176.1	68.6	52.7	2382	38.6	42.2	57.6	57.0	L4	3.44 x 3.62	2.2/135	2V	9.0	96 @ 5200	119 @ 3200	14.0	8.7	5.0	2.69	F	13	34.8
Aries Wagon 2.6 liter	100.3	176.2	68.6	52.4	2540	38.5	42.2	57.6	57.0	L4	3.59 x 3.86	2.6/156	2V	8.7	101 @ 4800	140 @ 2800	14.0	8.7	5.5	3.02	F	13	34.8
Daytona	97.0	175.0	69.3	50.3	2567	37.1	42.4	57.6	57.2	L4	3.44 x 3.62	2.2/135	F.I.	9.0	99 @ 5600	121 @ 3200	14.0	8.7	5.0	2.57	F	14	33.5
Lancer	103.1	180.4	68.3	53.0	2535	38.3	42.2	57.6	57.2	L4	3.44 x 3.62	2.2/135	F.I.	9.0	99 @ 5600	121 @ 3200	14.0	9.0	5.0	2.57	F	14	36.2
600 2-dr.	100.3	181.3	68.5	52.6	2506	38.2	42.2	57.6	57.0	L4	3.44 x 3.62	2.2/135	2V	9.0	96 @ 5200	119 @ 3200	14.0	8.7	5.0	2.57	F	14	34.8
600 4-dr.	103.3	187.4	68.3	52.9	2553	38.7	42.2	57.6	57.0	L4	3.44 x 3.62	2.2/135	F.I.	9.0	99 @ 5600	121 @ 3200	14.0	8.7.	5.0	3.02	F	14	35.6
Diplomat Sedan 6	112.7	205.7	74.2	55.3	3556	39.3	42.5	60.0	59.5	V-8	3.91 x 3.31	5.2/318	2V	8.7	130 @ 4000	235 @1600	18.0	15.0	5.0	2.26	R	15	40.7
OPTIONAL ENGINES: 600										L4	3.59 x 3.86	2.6/156	2V	8.7	101 @ 4800	140 @ 2800							
600, Daytona, Lancer (turbos)										L4	3.44 x 3.62	2.2/135	F.I.	8.1	146 @ 5200	168 @ 3600							
FORD—EXP (H.O.)	94.2	170.3	65.9	50.5	2212	36.6	41.7	54.7	56.0	L4	3.15 x 3.13	1.6/97.6	2V	9.0	80 @ 5400	88 @ 3000	13.0	6.7	4.5	3.73	F	13	35.7
Escort 2-dr.	94.2	163.9	65.9	53.3	2080	38.1	41.5	54.7	56.0	L4	3.15 x 3.13	1.6/97.6	2V	9.0	70 @ 4600	88 @ 2600	13.0	6.7	4.0	3.04	F	13	35.7
Escort 4-dr. (H.O.)	94.2	163.9	65.9	53.4	2146	38.1	41.5	54.7	56.0	L4	3.15 x 3.13	1.6/97.6	2V	9.0	80 @ 5400	88 @ 3000	13.0	6.7	4.5	3.73	F	13	35.7
Escort Wagon (EFI)	94.2	165.0	65.9	53.3	2177	38.1	41.5	54.7	56.0	L4	3.15 x 3.13	1.6/97.6	F.I.	9.0	84 @ 5200	90 @ 2800	13.0	6.7	4.5	3.73	F	13	35.7
Mustang 2-dr. 4	100.5	179.1	69.1	51.9	2664	37.2	41.7	56.6	57.0	L4	3.78 x 3.13	2.3/140	1V	9.0	88 @ 4000	122 @ 2400	15.4	10.2	5.0	3.08	R	14	37.4
Mustang 3-dr. V-6	100.5	179.1	69.1	51.9	2854	37.2	41.7	56.6	57.0	V-6	3.8 x 3.4	3.8/232	F.I.	8.7	120 @ 3600	205 @ 1600	15.4	12.2	5.0	2.73	R	14	37.4
Tempo 2-dr.	99.9	176.2	66.2	52.5	2373	3.76	41.5	54.7	57.6	L4	3.7 x 3.3	2.3/140	F.I.	9.0	86 @ 4000	124 @ 2800	14.0	N.A.	N.A.	3.04	F	13	38.5
Tempo 4-dr.	99.9	176.2	66.2	52.7	2443	3.76	41.5	54.7	57.6	L4	3.7 x 3.3.	2.3/140	F.I.	9.0	86 @ 4400	124 @ 2800	14.0	N.A.	N.A.	3.04	F	13	38.5
Thunderbird	104.0	197.6	71.1	53.2	3069	37.7	42.0	58.1	58.5	V-6	3.8 x 3.4	3.8/232	F.I.	8.7	120 @ 3600	205 @ 1600	21.0	12.2	5.0	3.45	R	14	38.6
LTD Sedan	105.6	196.5	71.0	53.8	3001	38.7	41.9	56.6	57.0	L4	3.78 x 3.13	2.3/140	1V	9.0	88 @ 4000	122 @ 2400	16.0	8.6	5.0	3.27	R	14	39.1
LTD Wagon V-6	105.6	196.5	71.0	54.4	3152	39.1	41.9	56.6	57.0	V-6	3.8 x 3.4	3.8/232	F.I.	8.7	120 @ 3600	205 @ 1600	16.0	12.2	5.0	3.27	R	14	39.1
Taurus 4-dr. Sedan	106.0	188.4	70.7	54.4	2849	38.3	41.6	61.5	60.5	V-6	3.5 x 3.10	3.0/182	F.I.	9.2	140 @4800	160 @3000	16.0	10.0	5.0	3.37	F	14	39.8
Taurus Wagon	106.0	191.9	70.7	55.2	3052	38.3	41.6	61.5	60.5	V-6	3.5 x 3.10	3.0/182	F.I.	9.2	140 @4800	160 @3000	16.0	10.0	5.0	3.37	F	14	39.8
Ford 4-dr. V-8	114.3	211.1	77.5	55.3	3730	37.9	42.1	62.2	62.0	V-8	4 x 3	5.0/302	F.I.	8.4	140 @ 3200	250 @ 1600	18.0	13.3	5.0	3.08	R	14	39.1
Ford Wagon V-8 (dual exhaust)	114.3	215.0	79.3	56.8	3936	38.8	42.1	62.2	62.0	V-8	4 x 3	5.0/302	F.I.	8.4	155 @ 3600	265 @ 2000	18.5	13.3	5.0	3.08	R	14	39.1
OPTIONAL ENGINES: EXP, Escort (turbos)										L4	3.15 x 3.13	1.6/97.6	F.I.	8.0	120 @ 5200	120 @ 3400							
Escort, Topaz (diesels)										L4	3.39 x 3.39	2.0/121	F.I.	22.5	52 @ 3600	82 @ 2400							
LTD (propane)										L4	3.78 x 3.13	2.3/140	1V	10.0	88 @ 4000	122 @ 2400							
Mustang, Thunderbird (turbos)										L4	3.78 x 3.13	2.3/140	F.I	8.0	155 @ 4600	190 @ 2800							
Mustang, (SVO turbos)										L4	3.78 x 3.13	2.3/140	F.I.	8.0	200 @ 5000	240 @ 3000							
Mustang, LTD (H.O.)										V-8	4 x 3	5.0/302	F.I.	8.3	165 @ 3800	245 @ 2000							
Mustang (H.O.)										V-8	4 x 3	5.0/302	4V	8.3	210 @ 4400	270 @ 3200							
Tempo (H.S.O.)										L4	3.7 x 3.3	2.3/140	F.I.	9.0	100 @ 4600	125 @ 3200							
Thunderbird										V-8	4 x 3	5.0/302	F.I	8.4	140 @ 3200	250 @ 1600							
HONDA—Accord 4dr.	96.5	175.4	65.2	54.1	2271	38.7	41.3	56.9	55.9	L4	3.15 x 3.58	1.8/107	3V	9.0	86 @ 5800	98 @ 3500	15.8	6.3	4.0	3.00	F	13	34.1
LINCOLN—Mark VII	108.5	202.8	70.9	54.0	3625	37.8	42.0	58.4	59.0	V-8	4 x 3	5.0/302	F.I.	8.4	140 @ 3200	250 @ 1600	22.3	13.3	5.0	3.08	R	15	40.0
Lincoln 4dr. (dual exhaust)	117.3	219.0	78.1	55.9	4062	39.0	43.5	62.2	62.0	V-8	4 x 3	5.0/302	F.I.	8.4	155 @ 3600	265 @ 2000	18.0	13.3	5.0	3.08	R	15	40
Contintental	108.5	200.7	73.6	55.5	3750	38.5	42.0	58.4	59.0	V-8	4 x 3	5.0/302	F.I.	8.4	140 @ 3200	250 @ 1600	22.3	13.3	5.0	3.08	R	15	40.1
OPTIONAL ENGINES:**Strip** indiesels)										L6	3.15 x 3.19	2.4/146	F.I.	23.0	115 @ 4800	155 @ 2400							
Lincoln 4dr. (dual exhaust)										V-8	4 x 3	5.0/302	F.I.	8.4	155 @ 3600	265 @ 2000							
MERCURY—Lynx 2-dr.	94.2	163.9	65.9	53.3	2087	38.1	41.5	54.7	56.0	L4	3.15 x 3.13	1.6/97.6	2V	9.0	70 @ 4600	88 @ 2600	13.0	6.7	4.5	3.04	F	13	35.7
Lynx 4-dr. (H.O.)	94.2	163.9	65.9	53.4	2149	38.1	41.5	54.7	56.0	L4	3.15 x 3.13	1.6/97.6	2V	9.0	80 @ 5400	88 @ 3000	13.0	6.7	4.5	3.73	F	13	35.7
Lynx Wagon (EFI)	94.2	165.0	65.9	53.3	2182	38.0	41.5	54.7	56.0	L6	3.15 x 3.13	1.6/97.6	F.I.	9.0	84 @ 5200	90 @ 2800	13.0	6.7	4.5	3.73	F	13	35.7
Capri 4	100.5	179.1	69.1	51.9	2743	37.2	41.7	56.6	57.0	L4	3.78 x 3.12	2.3/140	1V	9.0	88 @ 4000	122 @ 2400	15.4	10.2	5.0	3.08	R	14	37.4
Capri 6	100.5	179.1	69.1	51.9	2887	37.2	41.7	56.6	57.0	V-6	3.8 x 3.4	3.8/232	F.I.	8.7	120 @ 3600	205 @ 1600	15.4	12.2	5.0	2.73	R	14	37.4
Topaz 2-dr.	99.9	176.5	66.2	52.5	2379	37.6	41.5	54.7	57.6	L4	3.7 x 3.3	2.3/140	F.I.	9.0	86 @ 4000	124 @ 2800	14.0	N.A.	N.A.	3.04	F	13	38.5
Topaz 4-dr. (H.S.O.)	99.9	176.5	66.2	52.7	2447	37.6	41.5	54.7	57.6	L4	3.7 x 3.3	2.3/140	F.I.	9.0	100 @ 4600	125 @ 3200	14.0	N.A.	N.A.	3.04	F	13	38.5
Cougar V-6	104.0	197.6	71.1	53.4	3065	37.8	42.0	58.1	58.5	V6	3.8 x 3.4	3.8/232	F.I.	8.7	120 @ 3600	205 @ 1600	21.0	12.2	5.0	2.73	R	14	39.4
Sable 4-dr. Sedan	106.0	188.4	70.7	54.4	2918	38.3	41.6	61.5	60.5	V-6	3.5 x 3.10	3.0/182	F.I.	9.3	140 @4800	160 @3000	16.0	10.0	5.0	3.37	F	14	39.8

PRODUCTS/SPECIFICATIONS

U. S. 1985-model passenger-car specifications

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in. ft.)
Sable Wagon	106.0	191.9	70.7	55.2	3097	38.3	41.6	61.5	60.5	V-6	3.5 x 3.10	3.0/182	F.I.	9.3	140 @4800	160 @3000	16.0	10.0	5.0	3.37	F	14	39.8
Marquis Sedan 4	105.6	196.5	71.0	53.8	2928	38.7	41.9	56.6	57.0	L4	3.78 x 3.12	2.3/140	1V	9.0	88 @ 4000	122 @ 2400	16.0	8.6	5.0	3.27	R	14	39.1
Marquis Wagon V-6	105.6	196.5	71.0	54.4	3128	39.1	41.9	56.6	57.0	V-6	3.8 x 3.4	3.8/232	F.I.	8.7	120 @ 3600	205 @ 1600	16.0	12.2	5.0	3.27	R	14	39.1
Mercury 4-dr. V-8	114.3	214.0	77.5	55.2	3780	37.9	42.1	62.2	62.0	V-8	4 x 3	5.0/302	F.I.	8.4	140 @ 3200	250 @ 1600	18.0	13.3	5.0	3.08	R	14	39.1
Mercury Wagon V-8 (dual exhaust)	114.3	218.0	79.3	56.8	3981	38.8	42.1	62.2	62.0	V-8	4 x 3	5.0/302	F.I.	8.4	155 @ 3600	265 @ 2000	18.5	13.3	5.0	3.08	R	14	39.1
OPTIONAL ENGINES: Lynx (turbo)										L4	3.15 x 3.13	1.6/97.6	F.I.	8.0	120 @ 5200	120 @ 3400							
Lynx, Topaz (diesels)										L4	3.39 x 3.39	2.0/121	F.I.	22.5	52 @ 3600	82 @ 2400							
Marquis (propane)										L4	3.78 x 3.13	2.3/140	1V	10.0	88 @ 4000	122 @ 2400							
Capri, Cougar (turbos)										L4	3.78 x 3.12	2.3/140	F.I.	8.0	145 @ 4600	180 @ 3600							
Capri, Marquis (H.O.)										V-8	4 x 3	5.0/302	F.I.	8.3	165 @ 3800	245 @ 2000							
Capri (H.O.)										V-8	4 x 3	5.0/302	4V	8.3	175 @ 4000	245 @ 2200							
Capri										V-8	4 x 3	5.0/302	4V	8.3	205 @ 4400	265 @ 3200							
Cougar										V-8	4 x 3	5.0/302	F.I.	8.4	140 @ 3200	250 @ 1600							
OLDSMOBILE—Firenza 2-dr. (OHC)	101.2	174.3	65.0	51.7	2412	37.2	42.1	55.4	55.2	L4	3.34 x 3.13	1.8/112	F.I.	9.0	84 @ 5200	102 @ 2800	14.0	8.0	4.5	3.83	F	13	34.4
Firenza 4-dr.	101.2	176.2	65.0	53.7	2418	38.2	42.2	55.4	55.2	L4	3.5 x 3.15	2.0/122	F.I.	9.3	88 @ 4800	110 @ 2400	14.0	9.6	5.0	4.10	F	13	34.4
Firenza Wagon	101.2	176.2	65.0	55.2	2496	38.1	42.2	55.4	55.2	L4	3.5 x 3.15	2.0/112	F.I.	9.3	88 @ 4800	110 @ 2400	14.0	9.6	5.0	4.10	F	13	34.4
Calais	103.4	177.5	66.9	52.5	2512	37.7	42.9	55.5	55.2	L4	4 x 3	2.5/151	F.I.	9.0	92 @ 4400	132 @ 2800	13.6	4.62	5.0	2.84	F	13	35.4
Cutlass Supreme 2-dr. V-6	108.1	200.0	71.6	54.9	3204	37.9	42.8	58.5	57.7	V-6	3.8 x 3.4	3.8/231	2V	8.0	110 @ 3800	190 @ 1600	19.8	13.0	5.0	2.41	R	14	38.2
Cutlass 4-dr. V-8	108.1	200.4	71.9	55.9	3451	38.7	42.8	58.5	57.8	V-8	3.8 x 3.39	5.0/307	4V	8.0	140 @ 3600	240 @ 1600	18.2	14.9	5.0	2.14	R	14	38.2
Cutlass Ciera 2-dr.4	104.9	188.4	69.5	54.1	2691	38.6	42.1	58.7	57.0	L4	4 x 3	2.5/151	F.I.	8.2	92 @ 4000	134 @ 2800	15.7	9.1	4.0	2.39	F	14	38.1
Cutlass Ciera 4-dr.V-6	104.9	188.4	69.5	54.1	2814	38.6	42.1	58.7	57.0	V-6	3.8 x 2.66	3.0/181	2V	8.4	110 @ 4800	145 @ 2600	15.7	13.6	5.0	2.53	F	14	38.1
Ciera Wagon (diesel)	104.9	191.0	69.5	54.5	3069	38.6	42.1	58.7	57.0	V-6	4.06 x 3.39	4.3/263	F.I.	22.8	85 @ 3600	165 @ 1600	16.6	12.6	6.0	2.53	F	14	38.1
Toronado V-8	114.0	206.0	71.4	54.6	3887	37.9	42.8	59.3	60.0	V-8	3.8 x 3.39	5.0/307	4V	8.0	140 @ 3600	240 @ 1600	21.1	16.4	5.0	2.73	F	15	40.4
Delta 88 Sedan V-6	115.9	218.1	76.3	56.7	3531	39.5	42.0	61.7	60.7	V-6	3.8 x 3.4	3.8/231	2V	8.0	110 @ 3800	190 @ 1600	25.0	13.0	5.0	2.73	R	15	39.1
98 Regency Brougham FWD	110.8	196.4	71.4	55.1	3167	39.3	42.4	60.3	59.8	V-6	4.06 x 3.39	3.8/231	F.I.	8.0	125 @ 4400	195 @ 2000	18.0	13.7	6.0	2.33	F	14	39.4
Custom Cruiser V-8	115.9	220.3	79.8	58.5	4128	39.6	42.2	62.1	64.1	V-8	3.8 x 3.39	5.0/307	4V	8.0	140 @ 3600	240 @ 1600	22.0	15.6	5.0	2.73	R	15	39.2
OPTIONAL ENGINES: Firenza										V-6	3.5 x 2.99	2.8/173	F.I.	8.9	135 @ 5100	165 @ 3600							
Cutlass, 98 (diesel)										V-6	4.06 x 3.39	4.3/263	F.I.	22.8	85 @ 3600	165 @ 1600							
Ciera										V-6	3.8 x 3.4	3.8/231	F.I.	8.0	125 @ 4000	205 @ 2000							
Toronado, 88, Cus Cr, Cut (Stripin)										V-8	4.06 x 3.39	5.7/350	F.I	22.7	105 @ 3200	200 @ 1600							
Omega (H.O.)										V-6	3.5 x 3	2.8/173	2V	8.9	130 @ 5400	145 @ 2400							
Calais										V-6	3.8 x 2.66	3.0/181	F.I.	9.0	125 @ 4900	150 @ 2400							
PLYMOUTH—Horizon 4-dr. 1.6	99.1	164.8	65.8	53.1	2151	38.1	42.1	56.1	55.6	L4	3.17 x 3.07	1.6/97.1	2V	8.8	64 @ 4800	87 @ 2800	13.0	7.0	4.5	2.69	F	13	37.3
Horizon 4-dr. 2.2	99.1	164.8	65.8	53.1	2197	38.1	42.1	56.1	55.6	L4	3.44 x 3.62	2.2/135	2V	9.0	96 @ 5200	119 @ 3200	13.0	8.7	5.0	2.20	F	13	38.1
Turismo 2.2	96.6	174.8	66.7	50.8	2332	37.2	42.5	56.1	55.6	L4	3.44 x 3.62	2.2/135	2V	9.0	101 @ 5200	124 @ 3200	13.0	8.7	5.0	2.57	F	14	37.3
Reliant 4-dr. 2.2 liter	100.3	176.1	68.6	52.7	2361	38.6	42.2	57.6	57.0	L4	3.44 x 3.62	2.2/135	2V	9.0	96 @ 5200	119 @ 3200	14.0	8.7	5.0	2.69	F	13	34.8
Reliant Wagon 2.6 liter	100.3	176.2	68.6	52.4	2454	38.5	42.2	57.6	57.0	L4	3.59 x 3.86	2.6/156	2V	8.2	101 @ 4800	140 @ 2800	14.0	8.7	5.6	3.02	F	13	34.8
Caravelle	103.3	186.6	68.0	53.1	2527	38.7	42.2	57.6	57.2	L4	3.44 x 3.62	2.2/135	F.I.	9.0	99 @ 5600	121 @ 3200	14.0	8.7	5.0	3.02	F	14	35.6
Gran Fury	112.7	205.7	74.2	55.3	3558	39.3	42.5	60.0	59.5	V-8	3.91 x 3.31	5.2/318	2V	8.7	130 @ 4000	235 @ 1600	18.0	16.5	5.0	2.94	R	15	40.7
OPTIONAL ENGINES: Horizon, Turismo										L4	3.44 x 3.62	2.2/135	2V	9.6	110 @ 5600	129 @ 3600							
Caravelle (turbo)										L4	3.44 x 3.62	2.2/135	F.I.	8.1	146 @ 5200	168 @ 3600							
PONTIAC—T1000 4-dr.	97.3	164.8	61.8	52.8	2138	37.9	41.7	51.2	51.2	L4	3.23 x 2.98	1.6/98	2V	9.0	65 @ 5200	80 @ 3200	12.5	9.0	5.0	3.36	R	13	30.2
Fiero	93.4	160.7	68.9	46.9	2459	37.0	43.5	57.8	58.7	L4	4 x 3	2.5/151	F.I.	9.0	92 @ 4400	134 @ 2800	10.2	13.7	4.0	41	R	13	38.4
Sunbird Coupe (OHC)	101.2	173.6	68.6	53.5	2347	37.7	42.1	55.4	55.2	L4	3.34 x 3.13	1.8/110	F.I.	9.0	84 @ 5200	102 @ 2800	13.6	8.0	5.0	3.45	F	13	34.7
Sunbird Sedan (OHC turbo)	101.2	175.9	68.6	54.8	2431	38.5	42.2	55.4	55.2	L4	3.34 x 3.13	1.8/110	F.I.	8.0	150 @ 5600	150 @ 2800	13.6	7.8	5.0	3.65	F	13	34.7
Sunbird Wagon	101.2	175.8	65.0	51.9	2480	38.3	42.1	55.4	55.2	L4	3.34 x 3.13	1.8/110	F.I.	9.0	84 @ 5200	102 @ 2800	13.6	9.6	5.0	4.1	F	13	34.7
Gran Am	103.4	177.5	66.9	52.5	2488	37.7	42.9	55.5	55.2	L4	4 x 3	2.5/151	F.I	9.0	92 @ 4400	134 @ 2800	13.6	7.9	4.0	3.35	F	13	35.1
Firebird 4	101.0	189.9	72.4	49.7	2859	37.0	43.0	60.7	61.6	L4	4 x 3	2.5/151	F.I.	9.0	88 @ 4400	132 @ 2800	15.9	9.3	4.0	3.42	R	14	36.9
Firebird S/E	101.0	189.9	72.4	49.8	2891	37.0	43.0	60.7	61.6	V-6	3.5 x 3	2.8/173	2V	8.9	135 @ 5100	145 @ 2400	16.1	12.9	5.0	3.23	R	14	36.9
Bonneville Sedan V-6	108.1	200.2	71.6	55.8	3155	38.5	42.8	58.5	57.8	V-6	3.8 x 3.4	3.8/231	2V	8.0	110 @ 3800	190 @ 1600	18.1	12.4	5.0	2.41	R	14	37.1
Grand Prix V-6	108.1	201.9	72.3	54.7	3207	37.6	42.8	58.5	57.8	V-6	3.8 x 3.4	3.8/231	2V	8.0	110 @ 3800	190 @ 1600	18.1	12.4	5.0	2.41	A	14	37.1
6000 2-dr. 4	104.9	188.8	72.0	53.3	2707	38.6	42.1	58.7	57.0	L4	4 x 3	2.5/151	F.I.	9.0	92 @ 4400	132 @ 2800	15.7	9.7	4.0	2.39	F	14	40.0
6000 4-dr. V-6	104.9	188.8	72.0	53.7	2791	38.6	42.1	58.7	57.0	V-6	3.5 x 3	2.8/173	2V	8.5	112 @ 4800	145 @ 2100	16.4	12.5	5.0	2.84	F	14	40.0
6000 Wagon (diesel)	104.9	192.9	72.0	60.0	3159	38.6	42.1	58.7	57.0	V-6	4.06 x 3.39	4.3/262	F.I.	21.6	85 @ 3600	165 @ 1600	16.6	12.9	6.0	2.39	F	14	40.0
Parisienne Sedan	116.0	212.2	75.3	56.4	3484	39.5	42.2	61.8	60.8	V-6	4.0 x 3.43	4.3/263	F.I.	9.3	130 @ 3600	210 @ 2000	25.0	12.4	5.0	2.73	R	15	38.7
Parisienne Wagon	116.0	215.1	79.3	58.1	4080	39.6	42.2	62.2	64.1	V-8	3.74 x 3.48	5.0/305	4V	8.6	165 @ 4200	240 @ 2400	22.0	16.4	6.0	2.73	R	15	39.7
OPTIONAL ENGINES: 1000 (diesel)										L4	3.31 x 3.23	1.8/111	F.I	22.0	51 @ 5000	72 @ 2000							
6000 STE, Fiero										V-6	3.50 x 2.99	2.8/173	F.I.	8.5	140 @ 5200	170 @ 3600							
Grand Am										V-6	3.8 x 2.66	3.0/181	F.I.	9.0	125 @ 4900	150 @ 2400							
Firebird										V-6	3.5 x 3	2.8/173	2V	8.5	107 @ 4800	145 @ 2100							
Firebird, Grand Prix, Parisienne										V-8	3.74 x 3.48	5.0/305	4V	8.6	150 @ 4000	240 @ 2400							
Trans Am (H.O.)										V-8	3.74 x 3.48	5.0/305	4	9.5	190 @ 4800	240 @ 3200							
Firebird										V-8	3.74 x 3.48	5.0/305	F.I.	9.0	205 @ 4400	270 @ 3200							
Grand Prix, Bonn, Parise (diStrip-in)										V-8	4.06 x 3.39	5.7/350	F.I.	22.5	105 @ 3200	200 @ 1600							
RENAULT/AMC—Alliance	97.8	163.8	65.0	51.3	1957	37.1	40.8	55.2	52.8	L4	2.99 x 3.03	1.4/85.2	F.I.	9.0	NA	NA	12.5	4.7	5.0	3.3	F	13	30.3
Alliance Convertible	97.8	163.8	65.0	53.0	2184	38.6	40.8	55.2	52.8	L4	3.19 x 3.29	1.7/103	F.I.	9.5	77.5 @ 5000	96 @ 3000	12.5	4.7	5.0	3.3	F	13	30.3
Encore 3-dr.	97.8	160.6	65.0	51.3	2006	37.1	40.8	55.2	52.8	L4	2.99 x 3.03	1.4/85.2	F.I.	9.0	NA	NA	12.5	4.7	5.0	3.3	F	13	30.3
VOLKSWAGEN GOLF (diesel)	97.3	158.0	65.5	55.7	2150	N.A.	N.A.	56.3	56.0	L4	3.01 x 3.40	1.6/97	F.I.	23.0	52 @ 4800	71 @ 2000	14.5	7.3	4.7	3.94	F	13	34.3
Golf Sedan	97.3	158.0	65.5	55.7	2194	N.A.	N.A.	56.3	56.0	L4	3.19 x 3.40	1.8/109	F.I.	8.5	85 @ 5250	98 @ 3000	14.5	7.3	4.7	3.67	F	13	34.4
GTI	97.3	158.0	65.5	55.7	2200	N.A.	N.A.	56.3	56.0	L4	3.19 x 3.40	1.8/109	F.I.	10.0	100 @ 5500	105 @ 3000	14.5	7.3	4.7	3.67	F	14	34.3

PRODUCTS/SPECIFICATIONS

1985 MODEL DOMESTIC CAR BODY FAMILY DESIGNATIONS

The family trees of domestic cars are listed on this page and on Page 44, along with photos depicting each family line. Of the domestics, only the Big Three group and name their automobiles by families; Volkswagen of America, Honda and American Motors do not.

For the 1985 model year, Chrysler Corp. added one family: Its H-body Lancer and LeBaron GTS. That brought its family count to nine. Within those nine were 52 different models of automobiles, up from 45 at the close of the 1984 model year.

Ford Motor Co.'s domestic family members stayed unchanged at seven, and, in accordance with its new policy of deproliferation, its lineup was trimmed from 82 models to 74.

General Motors added its N-car line: Pontiac Grand Am, Oldsmobile Calais and Buick Somerset Regal, bringing its number of domestic-car family lines to 14 for '85. It, too, trimmed its model count: From 157 to 140. Details on domestic model numbers can be found on Page 49.

Ford Motor Co.

	ERIKA	TOPAZ	FOX	L	LS*	S	PANTHER
FORD	Escort EXP	Tempo	Mustang	LTD		Thunderbird	LTD Crown Victoria
MERCURY	Lynx	Topaz	Capri	Marquis		Cougar	Grand Marquis
LINCOLN					Continental/ Continental Mark VII		Town Car

*Air suspension models.

Erika: Ford Escort

Topaz: Mercury Topaz

Fox: Mercury Capri

L-Body: Ford LTD

LS-Body: Lincoln Continental Mark VII

S-Body: Ford Thunderbird

Panther: Ford Crown Victoria

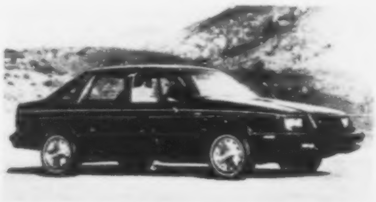
Chrysler Corp.

	CV	E	G	H	K	KC	L	M	S
PLYMOUTH		Caravelle			Reliant		Horizon Turismo	Gran Fury	Voyager
DODGE	600 Convertible	600	Daytona	Lancer	Aries		Omni Charger	Diplomat	Caravan
CHRYSLER	LeBaron	New Yorker	Laser	LeBaron GTS		Limo		Fifth Avenue	

CV-Body: Chrysler LeBaron

E-Body: Chrysler New Yorker

G-Body: Dodge Daytona


H-Body: Dodge Lancer

K-Body: Dodge Aries

KC-Body: Chrysler Limousine

L-Body: Plymouth Horizon

M-Body: Chrysler Fifth Avenue

S-Body: Plymouth Voyager

PRODUCTS/SPECIFICATIONS

A-Body: Pontiac 6000 STE

B-body: Chevrolet Caprice.

B-Body: Oldsmobile Delta 88

C-Body: Cadillac Sedan deVille

D-Body: Cadillac Fleetwood Limousine

E-Body: Buick Riviera

1985 MODEL DOMESTIC CAR BODY FAMILY DESIGNATIONS

General Motors

	A	B	C	D	E	F	G
CHEVROLET	Celebrity*	Impala* Caprice Classic*				Camaro	Monte Carlo
PONTIAC	6000*	Parisienne*				Firebird	Bonneville Grand Prix
OLDSMOBILE	Ciera*	Delta 88*	Ninety-Eight		Toronado		Cutlass Supreme
BUICK	Century	LeSabre*	Electra		Riviera		Regal
CADILLAC			Fleetwood Brougham DeVille	Fleetwood Limousine	Eldorado		

	J	K	N	P	T	X	Y
CHEVROLET	Cavalier*				Chevette	Citation	Corvette
PONTIAC	2000*		Grand Am	Fiero	1000		
OLDSMOBILE	Firenza*		Calais				
BUICK	Skyhawk*		Somerset Regal			Skylark	
CADILLAC	Cimarron	Seville					

*Station wagon also available under this body code in car line.

F-Body: Chevrolet Camaro

K-Body: Cadillac Seville

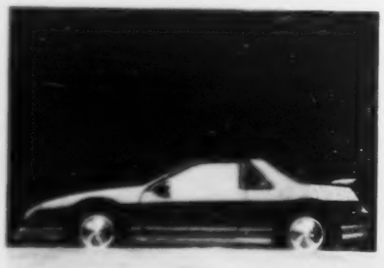
T-Body: Pontiac 1000

G-Body: Oldsmobie Cutlass Supreme

N-Body: Buick Somerset Regal

X-Body: Buick Skylark

J-Body: Chevrolet Cavalier



P-Body: Pontiac Fiero

Y-Body: Chevrolet Corvette

PRODUCTS/SPECIFICATIONS

1985-model import-car specifications

MAKE AND MODEL	DIMENSIONS									ENGINE						CAPACITY			MISCELLANEOUS				
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Number of Cylinders	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net BHP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Standard Transmission	Drive System	Wheel Diameter (in.)	Turning Circle (dia. in. ft.)
ALFA ROMEO Graduate	88.6	168.8	64.1	48.8	2,548	33.9	29.5	52.1	50.1	4	2.0/119.7	F.I.	9.0	115@5,500	119@2,750	12.2	8.0	7.0	4.10	M5	R	14	34.5
Spider Veloce	88.6	168.8	64.1	48.8	2,548	33.9	29.5	52.1	50.1	4	2.0/119.7	F.I.	9.0	115@5.500	119@2,750	12.2	8.0	7.0	4.10	M5	R	14	34.5
GTV-6	94.5	171.2	65.5	52.4	2,823	N.A.	N.A.	54.0	53.2	V-6	2.5/152	F.I.	9.0	154@5,500	152@3,200	17.0	9.0	8.0	4.10	M5	R	365mm	32.8
ASTON MARTIN V-8 Coupe	102.8	189.5	72.0	52.3	4,100	N.A.	N.A.	59.0	59.0	V-8	5.3/326	4-2V	8.3	N.A.	N.A.	25.2	19.2	12.0	3.54	M5	R	15	38.0
Volante Convertible	102.8	189.5	72.0	54.0	4,100	N.A.	N.A.	59.0	59.0	V-8	5.3/326	4-2V	8.3	N.A.	N.A.	25.8	19.2	12.0	3.54	M5	R	15	38.0
Lagonda	115.0	207.9	70.5	51.2	4,400	N.A.	N.A.	59.0	59.0	V-8	5.3/326	N.A.	N.A.	N.A.	N.A.	33.3	N.A.	N.A.	N.A.	A3	R	15	N.A.
AUDI 4000 S	99.8	176.6	66.2	54.3	2,337	N.A.	N.A.	55.1	55.9	4	1.8/109	F.I.	10.0	102@5,500	105@3,250	15.8	6.9	3.7	4.11	M5	F	14	34.0
4000 S Quattro	99.4	176.6	66.4	54.3	2,824	N.A.	N.A.	55.4	55.8	5	2.2/136	F.I.	8.5	115@5,500	126@3,000	18.5	8.5	4.0	4.11	M5	4	14	34.8
Quattro Turbo	99.5	178.2	67.9	52.0	3,035	N.A.	N.A.	56.0	57.4	5	2.1/131	F.I.	7.0	160@5,500	170@3,000	23.8	9.8	4.5	3.89	M5	4	15	34.0
5000 S	105.8	192.7	71.4	55.7	2,844	N.A.	N.A.	57.8	57.8	5	2.2/136	F.I.	8.5	110@5,500	122@2,500	21.1	8.5	5.3	4.11	M5	F	14	34.2
5000 S Turbo	105.8	192.7	71.4	55.9	3,086	N.A.	N.A.	57.8	57.8	5	2.1/131	F.I.	8.3	140@5,500	149@2,500	21.1	8.5	5.3	3.25	A3	F	15	34.2
5000 S Wagon	105.8	192.7	71.4	55.7	2,954	N.A.	N.A.	57.8	57.8	5	2.2/136	F.I.	8.5	110@5,500	122@2,500	21.1	8.5	5.3	4.11	M5	F	14	34.2
Coupe GT	99.8	177.3	66.3	53.1	2,507	N.A.	N.A.	55.2	55.9	5	2.2/136	F.I.	8.5	110@5,500	110.6@2,500	15.8	7.4	4.0	4.90	M5	F	14	32.5
BERTONE X 1/9	86.7	156.2	61.8	46.4	2,130	N.A.	N.A.	53.3	53.6	4	1.5/91.4	F.I.	8.5	75@5,500	79@3,000	12.2	11.6	4.6	4.08	M5	R	13	32.8
BMW 318i 2 or 4-door Sedan	101.2	176.8	64.8	54.3	2,395	37.7	N.A.	55.4	55.7	4	1.8/108	F.I.	8.8	101@5,800	103@4,500	14.5	N.A.	N.A.	3.91	M5	R	14	32.2
325e 2 or 4-door Sedan	101.2	176.8	64.8	54.3	2,710	37.7	N.A.	55.4	55.7	6	2.7/164	F.I.	9.0	121@4,250	170@3,250	14.5	N.A.	N.A.	2.79	M5	R	14	32.2
528e Sedan	103.3	189.0	66.9	55.7	3,055	37.0	41.7	56.3	57.5	6	2.7/164	F.I.	9.0	121@4,250	170@3,250	16.6	12.7	4.5	2.93	M5	R	14	32.8
535i Sedan	103.3	189.0	66.9	55.7	3,230	37.0	41.7	56.3	57.9	6	3.4/209	F.I.	8.0	182@5,400	214@4,000	16.6	N.A.	N.A.	3.25	M5	R	390mm	32.8
635CSi	103.5	193.8	67.9	53.7	3,380	35.0	41.7	56.3	57.9	6	3.4/209	F.I.	8.0	182@5,400	214@4,000	16.6	12.7	6.1	3.45	M5	R	14	33.1
735i Sedan	110.0	197.4	70.9	56.3	3,505	36.0	42.1	59.1	59.7	6	3.4/209	F.I.	8.0	182@5,400	214@4,000	22.5	12.7	6.1	3.45	M5	R	14	34.8
CHEVROLET Spectrum Hatchback	94.5	155.9	63.6	52.0	1,808	37.8	41.7	54.7	54.3	4	1.5/90	2V	9.6	70@5,400	87@3,400	11.1	6.8	4.0	3.58	M5	F	13	32.8
CHEVROLET Sprint	88.4	141.1	60.3	53.2	1,488	37.0	42.1	52.4	51.2	3	1.0/60.6	2V	9.5	48@5,100	57@3,200	8.3	4.5	3.7	4.10	M5	F	14	31.6
COLT (Plymouth and Dodge) 2-door 1.5 L	90.6	156.9	62.4	50.0	1,865	36.8	40.6	54.1	52.8	4	1.5/90.0	2V	9.4	68@5,500	82@3,500	10.6	4.8	3.6	3.15	M4	F	13	32.8
5 door Turbo	93.7	161.0	62.6	50.0	1,951	36.8	40.6	54.1	52.8	4	1.6/97.5	F.I.	7.6	102@5,500	122@3,000	10.6	4.8	4.1	3.47	M5	F	13	32.8
Colt 4-door Sedan	93.7	167.3	63.8	50.8	1,989	37.7	40.6	54.7	52.7	4	1.5/97.5	F.I.	9.4	68@5,500	82@3,500	11.9	4.8	3.6	3.47	M5	F	13	32.5
Colt sedan Turbo	93.7	167.3	63.8	50.8	2,218	37.7	40.6	54.7	52.7	4	1.6/97.5	F.I.	7.6	102@5,500	122@3,000	11.9	4.8	4.1	3.47	M5	F	14	35.1
Colt Vista	103.3	174.6	64.6	60.0	2,497	38.3	39.4	55.5	54.1	4	2.0/122.0	2V	8.5	88@5,000	108@3,500	13.2	7.4	4.1	3.47	M4x2	F	13	34.8
Colt Vista 4WD	103.3	174.6	64.6	60.0	2,497	38.3	39.4	55.5	54.1	4	2.0/122.0	2V	8.5	88@5,000	108@3,500	13.2	7.4	4.1	3.47	M5	F	13	34.8
Conquest Intercooled Turbo	95.9	173.2	66.3	51.8	2,994	36.7	41.1	54.9	55.0	4	2.6/155.9	F.I.	7.0	170@5,000	220@2,500	19.8	8.7	4.3	3.55	M5	R	15	31.5
Conquest Turbo	95.9	173.2	66.3	51.8	2,802	36.7	41.1	54.9	55.0	4	2.6/155.9	F.I.	7.0	145@1,000	185@2,500	19.8	8.7	4.3	3.55	M5	R	15	31.5
FERRARI 308 GTBi, 308 GTSi	92.1	174.2	67.7	44.1	3,311	N.A.	N.A.	57.8	57.8	V-8	2.9/178.6	F.I.	8.8	205@6,600	180@5,000	18.5	19.0	9.6	3.71	M5	R	15	39.3
Mondial 8	104.3	182.7	70.5	49.6	3,500	N.A.	N.A.	59.6	60.4	V-8	2.9/178.6	F.I.	8.8	205@6,600	180@5,000	18.5	19.0	9.6	3.71	M5	R	15	41.0
HONDA CRX	86.6	144.6	63.9	50.8	1,713	37.6	42.7	51.5	55.7	4	1.3/82.0	3V	9.3	60@5,500	73@3,500	10.8	4.7	4.0	3.72	M5	F	13	28.2
CRX 1.5	86.6	144.6	63.9	50.8	1,803	37.6	42.7	51.5	55.7	4	1.5/90.8	3V	9.3	76@6,000	84@3,500	10.8	5.8	4.0	N.A.	M5	F	13	28.2
Civic S	93.7	150.0	64.0	52.6	1,907	37.6	43.3	55.1	55.7	4	1.5/90.8	3V	9.3	76@6,000	84@3,500	11.9	5.8	4.0	N.A.	M5	F	13	29.5
Civic Sedan	96.5	163.4	64.0	54.5	1,940	38.1	40.3	55.1	55.7	4	1.5/90.8	3V	9.3	76@6,000	84@3,500	12.1	5.8	4.0	N.A.	M5	F	13	30.2
Civic Wagon	96.5	157.1	63.9	58.3	2,015	N.A.	N.A.	55.1	57.7	4	1.5/90.8	3V	9.3	76@6,000	84@3,500	12.1	5.8	4.0	N.A.	M5	F	13	30.2
Accord Hatchback	96.5	167.5	65.2	53.3	2,187	37.9	42.4	56.9	55.9	4	1.8/112.0	3V	8.8	85@5,800	99@3,500	15.8	6.3	4.0	3.87	M5	F	13	34.1
Accord SE-i Sedan	96.5	175.4	65.2	53.3	2,271	38.7	41.3	56.9	55.9	4	1.8/112.0	F.I.	8.8	101@5,800	109@2,500	15.8	6.3	4.0	3.87	M5	F	13	34.1
Prelude	96.5	169.1	66.9	51.0	2,266	37.3	33.9	57.9	57.9	4	1.8/112.0	2/3V	9.4	100@5,500	104@4,000	15.8	6.3	4.0	4.07	M5	F	13	32.5
ISUZU I-Mark Coupe	94.3	170.7	61.8	52.6	2,189	37.0	42.0	51.4	51.4	4	1.8/110.9	2V	8.5	78@4,800	95@3,000	13.7	7.1	5.7	3.31	M5	R	13	30.1
I-Mark Sedan (diesel)	94.3	170.7	61.8	53.5	2,335	37.9	42.0	51.4	51.4	4	1.8/110.9	F.I.	22.0	51@5,000	72@3,000	13.7	7.4	6.0	3.15	M4	R	13	30.1
Impulse	96.0	172.6	65.2	51.4	2,734	36.9	41.9	53.3	53.7	4	2.0/118.9	F.I.	9.2	90@5,000	108@3,000	15.1	6.7	5.3	3.91	M5	R	14	31.5
JAGUAR XJ6 Series III Sedan	113.0	199.6	69.8	54.2	4,066	38.1	39.3	58.3	58.9	6	4.2/258.0	F.I.	8.1	176@4,750	219@2,500	23.6	9.0	8.7	2.88	A3	R	15	40.0
XJ-S Coupe	102.0	191.7	70.6	47.8	3,950	37.0	43.5	58.6	59.2	V-12	5.3/326.0	F.I.	11.5	262@5,000	290@3,000	24.0	21.0	11.0	2.88	A3	R	13	38.4
LOTUS Esprit	96.0	165.0	73.0	43.8	2,450	35.8	40.5	59.5	59.5	4	2.2/132.6	2-2V	8.4	140@5,800	160@5,000	17.7	12.0	5.5	4.38	M5	R	14	38.0
Turbo Esprit	96.0	165.0	73.0	44.0	2,690	N.A.	N.A.	60.5	61.2	4	2.2/132.6	2-2V	7.5	210@6,000	200@4,000	22.8	12.0	N.A.	4.38	M5	R	15	38.0
MASERATI Quattroporte	110.2	199.6	70.5	53.1	4,650	36.0	N.A.	60.0	60.0	V-8	4.9/301	4-2V	8.6	288@5,200	308@3,000	28.4	17.5	11.0	3.54	A3	R	15	40.0
Biturbo	99.0	163.5	67.5	51.4	2,394	35.4	N.A.	55.9	56.3	V-6	2.0/121.8	2V	7.8	180@6,000	188@3,500	N.A.	N.A.	N.A.	3.73	M5	R	14	N.A.
MAZDA GLC 3-door Hatchback	93.1	159.1	64.2	54.1	1,890	37.9	41.5	54.7	54.9	4	1.5/90.1	2V	9.0	68@5,000	82@3,000	11.1	6.0	4.0	3.85	M4	F	13	30.2
GLC Sedan	93.1	166.8	64.2	54.1	1,935	37.9	41.5	54.7	54.9	4	1.5/90.1	2V	9.0	68@5,000	82@3,000	11.1	6.0	4.0	3.85	M4	F	13	30.2
RX-Z	95.3	170.1	65.7	49.6	2,360	37.2	41.5	55.9	55.1	Rotary	1.1/70.0	4V	9.4	100@6,000	105@4,000	16.6	9.5	5.5	3.91	M5	R	13	31.5
RX-7 GLS-SE	95.3	170.1	65.7	49.6	2,500	37.2	41.5	55.9	55.1	Rotary	1.3/80.0	F.I.	9.4	135@6,000	133@2,750	16.6	9.5	6.1	3.91	M5	R	13	31.5
626 Coupe	98.8	177.8	66.5	53.7	2,385	37.6	41.9	56.3	56.1	4	2.0/121.9	2V	8.6	84@4,800	110@2,500	15.8	7.4	4.8	3.85	M5	F	14	33.5
626 Sedan	98.8	177.8	66.5	55.5	2,410	38.4	41.4	56.3	56.1	4	2.0/121.9	2V	8.6	84@4,800	110@2,500	15.8	7.4	4.8	3.85	M5	F	14	33.5
626 Touring Sedan (5-dr.)	98.8	177.8	66.5	53.7	2,480	37.6	41.9	56.3	56.1	4	2.0/121.9	2V	8.6	84@4,800	110@2,500	15.8	7.4	4.8	3.85	M5	F	14	33.5
MERCEDES-BENZ 190 E	104.9	175.0	66.1	54.4	2,655	36.9	41.9	56.2	55.7	4	2.3/140.3	F.I.	8.0	120@5,000	136@3,500	14.5	9.0	4.8	3.23	M5	R	14	35.0
190 D	104.9	175.0	66.1	54.4	2,645	36.9	41.9	56.2	55.7	4	2.2/134.1	F.I.	22.0	72@4,200	96@2,800	14.5	9.0	6.3	3.42	M5	R	14	35.0
300 D. Sedan (Turbo)	110.0	190.9	70.3	56.6	3,585	38.3	41.9	58.6	56.9	5	3.0/183	F.I.	21.5	123@ 4,350	184@2,400	21.1	11.6	6.8	2.88	A4	R	14	37.0
300 CD Coupe (turbo)	106.7	187.5	70.3	54.9	3,585	37.8	41.9	58.6	56.9	5	3.0/183	F.I.	21.5	123@4,350	184@2,400	21.1	11.6	6.8	2.88	A4	R	14	36.1
300 SD Sedan (turbo)	115.6	202.6	71.7	56.3	3,780	37.2	41.9	60.8	59.7	5	3.0/183	F.I.	21.5	123@4,350	184@2,400	20.3	13.2	7.9	2.88	A4	R	14	39.0
300 TD Wagon (turbo)	110.0	190.9	70.3	58.7	3,780	38.4	41.9	58.6	57.2	5	3.0/183	F.I.	21.5	123@4,350	184@2,400	18.5	13.2	7.9	2.88	A4	R	14	37.0
380 SE	115.6	202.6	71.7	56.5	3,685	37.2	41.9	60.8	59.7	V-8	3.8/234.3	F.I.	8.3	155@4,750	196@2,750	23.8	13.2	8.5	2.47	A4	R	14	39.0
380 SL Coupe/Roadster	96.9	182.3	70.5	50.8	3,640	36.5	42.2	57.2	56.7	V-8	3.8/234.3	F.I.	8.3	155@4,750	196@2,750	23.8	13.2	8.5	2.47	A4	R	14	40.6
500 SEL Sedan	121.1	208.1	71.7	56.7	3,780	38.6	41.9	60.8	59.7	V-8	5.0/303.5	F.I.	8.0	184@4,500	247@2,000	23.8	13.2	8.5	2.47	A4	R	14	34.4
500 SEC Coupe	112.2	199.2	72.0	55.4	3,760	37.8	41.9	60.8	59.7	V-8	5.0/303.5	F.I.	8.0	184@4,500	247@2,000	22.4	13.2	8.5	2.47	A4	R	14	38.1
MERCURY Merkur XR4Ti (turbo)	102.7	178.4	68.0	54.8	2,853	38.5	41.0	57.2	57.8	4	2.3/140.0	F.I.	8.0	175@5,000	200@3,000	15.0	9.5	5.0	3.64	M5	F	14	32.8
MITSUBISHI Tredia	96.3	172.4	63.4	51.6	2,365	37.6	40.9	55.5	54.1	4	2.0/122	2V	8.5	88@5,000	108@3,500	12.8	7.7	3.1	3.19	M5	F	13	32.2
Tredia Turbo	96.3	172.4	65.4	51.6	2,403	37.6	40.9	55.5	54.1	4	1.8/109	F.I.	7.5	116@5,500	129@3,000	12.8	7.7	3.1	3.47	M5	F	13	32.2
Cordia L	96.3	173.0	65.4	49.4	2,328	36.8	41.3	55.5	54.1	4	2.0/122	2V	7.5	88@5,000	108@3,500	12.8	7.7	3.1	3.19	M5	F	13	32.2
Cordia Turbo	96.3	173.0	65.4	49.4	2,396	36.8	41.3	55.5	54.1	4	1.8/109	F.I.	7.5	116@5,500	129@3,000	12.8	7.7	3.1	3.47	M5	F	13	32.2
Starion LS	95.9	173.2	66.3	50.2	2,833	36.6	40.8	54.9	55.1	4	2.6/156	F.I.	7.0	145@5,000	185@2,500	19.8	9.5	3.3	3.55	M5	R	14	31.5
Starion ESI Turbo	95.9	173.2	66.3	50.2	2,994	36.6	40.8	54.9	55.1	4	2.6/156	F.I.	7.0	145@5,000	185@2,500	19.8	9.5	3.3	3.55	M5	R	15	31.5
Mirage	93.7	157.3	64.4	50.8	1,918	37.7	40.6	54.7	52.8	4	1.5/89.6	2V	9.4	68@5,500	82@3,500	11.9	5.3	2.6	3.15	M4	F	13	30.5
Mirage Turbo	93.7	157.3	64.4	50.8	2,145	37.7	40.6	54.7	52.8	4	1.6/89.6	F.I.	7.6	102@5,500	122@3,000	11.9	5.3	3.1	3.47	M5	F	14	30.5
Galant	102.4	183.1	66.7	51.6	2,778	38.3	40.3	56.9	55.3	4	2.4/143.4	F.I.	8.5	101@5,000	131@2,500	15.9	7.4	3.1	3.19	M4	F	15	34.8

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PRODUCTS/SPECIFICATIONS

1985-model import-car specifications

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MAKE AND MODEL	DIMENSIONS									ENGINE						CAPACITY			MISCELLANEOUS				
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Number of Cylinders	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net BHP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Standard Transmission	Drive System	Wheel Diameter (in.)	Turning Circle (dia. in. ft.)
NISSAN—Sentra 2-dr. (diesel)	94.5	165.3	63.8	54.5	1,870	N.A.	N.A.	54.9	54.1	4	1.7/102.6	F.I.	21.4	55@2,800	75@2,800	10.5	10.5	5.5	3.55	M4	F	13	29.5
Sentra 4-dr. Sedan	94.5	165.3	63.8	54.5	1,855	38.3	43.1	54.9	54.1	4	1.6/97.5	2V	9.4	69@5,200	92@3,200	13.2	6.3	4.2	3.79	M5	F	13	29.5
Sentra Hatchback	94.5	167.3	63.8	53.5	1,915	37.3	43.1	54.9	54.1	4	1.6/97.5	2V	9.4	69@5,200	92@3,200	13.2	6.3	4.2	3.79	M5	F	13	29.5
Sentra Wagon	94.5	172.8	63.8	53.5	1,955	37.6	43.1	54.9	54.1	4	1.6/97.5	2V	9.4	69@5,200	92@3,200	13.2	6.3	4.2	3.79	M5	F	13	29.5
Pulsar NX	95.0	162.4	63.8	54.1	1,907	N.A.	N.A.	54.9	54.1	4	1.6/97.5	2V	9.4	69@5,200	92@3,200	13.2	6.3	4.1	3.79	M5	F	13	30.2
Stanza 2-door Hatchback	97.2	170.9	65.2	53.9	2,190	N.A.	N.A.	56.5	55.5	4	2.0/120.4	2V	8.5	97@5,200	114@3,200	14.3	7.8	4.1	3.55	M5	F	13	32.1
Stanza 4-door Hatchback	97.2	173.4	65.6	54.7	2,215	N.A.	N.A.	56.5	55.5	4	2.0/120.4	2V	8.5	97@5,200	114@3,200	14.3	7.8	4.1	3.55	M5	F	13	32.1
Stanza Sedan	97.2	173.4	65.6	54.7	2,325	N.A.	N.A.	56.5	55.5	4	2.0/120.4	2V	8.5	97@5,200	114@3,200	14.3	7.8	4.1	3.55	M5	F	13	32.1
Maxima Sedan	100.4	181.7	66.5	55.1	3,060	N.A.	N.A.	57.5	53.9	6	2.6/151	F.I.	9.0	152@5,200	167@3,600	16.4	11.6	5.3	3.55	M5	R	15	37.7
200-SX Notchback	95.5	174.4	65.4	52.4	2,370	38.1	45.7	54.3	53.5	4	2.0/120.4	F.I.	8.5	102@5,200	116@3,200	14.5	7.8	4.1	3.70	M5	R	14	32.2
200 SX Hatchback Turbo	95.5	174.4	65.4	52.4	2,680	38.1	45.7	54.3	56.1	4	1.8/109.5	F.I.	8.0	120@5,200	134@3,200	14.5	9.1	4.0	3.90	M5	R	15	32.2
300 ZX	91.3	170.7	67.9	51.0	2,888	36.5	43.6	55.7	56.5	6	3.0/180.6	F.I.	9.0	160@5,200	173@4,000	18.5	11.1	4.3	3.70	M5	R	15	32.2
300 ZX 2+2	99.2	178.5	67.9	51.6	2,974	37.1	43.6	55.7	56.5	6	3.0/180.6	F.I.	9.0	160@5,200	173@4,000	18.5	11.1	4.3	3.70	M5	R	15	34.8
380 ZX Turbo	91.3	170.7	67.9	51.0	2,992	36.5	43.6	55.7	56.5	6	3.0/180.6	F.I.	7.8	200@5,200	227@3,600	18.5	11.1	4.3	3.55	M5	R	15	32.2
PEUGEOT 505 Sedan	107.9	186.7	68.4	56.4	3,020	N.A.	N.A.	57.5	56.5	4	2.0/120	F.I.	8.3	97@5,000	116@3,500	18.0	10.0	4.2	3.58	M5	R	14	35.0
505 Sedan Turbo	108.0	186.7	68.3	56.0	3,130	N.A.	N.A.	58.7	57.4	4	2.2/134	F.I.	7.0	142@5,600	163@3,800	18.0	10.0	5.3	3.70	M4	R	14	35.0
505 Station WagonTurbo Diesel	114.2	198.9	68.4	60.9	3,430	34.8	41.0	58.3	57.1	4	2.5/152.4	F.I.	21.0	95@4,150	133.4@2,000	18.0	10.6	5.3	3.46	A3	R	14	37.4
PININFARINA Azzurra	89.7	163.0	63.5	48.2	2,360	N.A.	N.A.	53.2	52.0	4	2.0/121.7	F.I.	8.1	102@5,500	110@3,000	11.4	8.0	5.2	3.90	M5	R	14	34.0
PORSCHE 944	94.5	170.0	68.3	50.2	2,778	N.A.	N.A.	58.2	57.1	4	2.5/151.0	F.I.	9.5	143@5,500	137@3,000	16.4	9.0	5.3	3.89	M5	R	15	31.2
944 Turbo	94.5	170.0	68.3	50.2	2,816	N.A.	N.A.	58.2	57.1	4	2.5/151.0	F.I.	8.0	220@5,800	243@3,500	16.4	9.0	5.3	3.38	M5	R	16	31.2
928S	98.4	175.7	72.3	50.5	3,366	N.A.	N.A.	61.1	61.8	V-8	5.0/302.0	F.I.	10.0	288@5,750	302@2,700	22.7	16.0	7.9	2.27	M5	R	16	31.5
911 Carrera Coupe	89.5	168.9	65.0	51.6	2,756	N.A.	N.A.	53.9	54.3	HO6	3.2/193.2	F.I.	9.5	207@5,900	185@4,800	21.0	—	13.7	3.88	M5	R	15	34.0
RENAULT 18i Wagon	96.1	181.5	66.5	55.2	2,405	37.4	41.3	55.7	53.5	4	2.2/132.0	F.I.	8.7	91@4,000	123@2,500	15.0	N.A.	4.5	3.10	M5	F	13	33.8
Fuego Turbo	96.1	176.8	66.6	50.5	2,379	36.4	41.6	56.4	53.0	4	1.6/101.0	F.I.	8.0	107@5,500	120@2,500	14.8	N.A.	4.6	3.78	M5	F	13	33.8
Fuego	96.1	176.8	66.6	50.5	2,379	36.4	41.6	56.4	53.0	4	2.2/132.0	F.I.	8.7	91@4,000	123@2,500	15.0	N.A.	4.5	3.10	M5	F	13	33.8
ROLLS—ROYCE Silver Spirit	120.5	207.8	74.3	58.5	4,980	36.0	41.0	60.5	60.5	V-8	6.8/412	F.I.	8.0	N.A.	N.A.	28.5	16.9	10.0	3.07	A3	R	15	37.4
Silver Spur	124.0	211.8	74.0	58.5	5,040	36.0	41.0	60.5	60.5	V-8	6.8/412	F.I.	8.0	N.A.	N.A.	28.5	16.9	10.0	3.07	A3	R	15	38.3
Mulsanne	120.5	209.2	74.3	58.5	4,980	36.0	41.0	60.5	60.5	V-8	6.8/412	F.I.	8.0	N.A.	N.A.	28.5	16.9	10.0	3.07	A3	R	15	37.4
Corniche Convertible	119.5	207.5	72.7	59.8	5,305	36.0	37.0	57.5	57.5	V-8	6.8/412	F.I.	8.0	N.A.	N.A.	26.0	17.3	8.8	3.07	A3	R	15	37.0
Camargue	120.1	207.5	75.5	58.2	5,194	36.0	39.5	60.0	59.6	V-8	6.8/412	F.I.	8.0	N.A.	N.A.	28.0	17.3	8.8	3.07	A3	R	15	37.0
SAAB 900 Sedan	99.1	187.6	66.5	55.9	2,640	36.8	41.7	56.3	56.7	4	2.0/121.1	F.I.	9.2	110@5,250	119@3,500	16.6	10.5	4.0	3.67	M5	F	15	34.8
900 Turbo 3-dr.	99.1	187.6	66.5	55.9	2,880	36.8	41.7	56.3	56.7	4	2.0/121.1	F.I.	9.0	160@5,500	188@3,000	16.6	10.5	4.5	3.67	M5	F	15	34.8
Saab 9000 (European)	105.1	181.9	69.4	56.3	2,800	38.6	41.5	59.9	58.7	4	2.0/121.1	F.I.	9.0	175@5,300	201@3,000	18.0	9.5	4.7	4.21	M5	F	15	35.8
SUBARU Sedan 4WD Turbo	97.0	172.0	65.4	54.3	2,565	37.6	41.7	55.5	56.1	HO4	1.8/109.0	F.I.	7.7	111@4,800	134@2,800	15.8	5.8	4.2	3.70	M-5	4	13	35.4
Sedan GL-10	97.2	172.0	65.4	52.5	2,340	37.6	41.7	56.1	56.1	HO4	1.8/109.0	F.I.	9.0	94@5,200	101@2,800	15.8	5.8	4.2	3.90	M-5	F	13	35.4
Sedan GL	97.2	172.0	65.4	52.5	2,190	37.6	41.7	56.1	56.1	HO4	1.8/109.0	2V	9.0	82@4,800	101@2,800	15.8	5.8	4.2	3.70	M-5	F	13	35.4
Wagon Turbo	96.9	173.6	65.4	54.9	2,650	37.6	41.7	55.5	56.1	HO4	1.8/109.0	F.I.	7.7	111@4,800	134@2,800	15.8	5.8	4.2	3.70	M-5	F	13	35.4
Wagon 4WD DL	96.9	173.6	65.4	54.9	2,420	37.6	41.7	55.5	56.1	HO4	1.8/109.0	2V	9.0	82@4,800	101@2,800	15.8	5.8	4.2	3.70	M-5	4	13	35.4
Wagon GL-10	97.0	173.5	65.4	53.0	2,455	37.6	41.7	55.9	56.1	HO4	1.8/109.0	F.I.	9.0	94@5,200	101@2,800	15.8	5.8	4.2	3.90	M-5	F	13	35.4
Hatchback 4WD GL	93.3	157.3	63.8	55.7	2,240	38.2	39.3	53.0	53.9	HO4	1.8@109.0	2V	8.7	73@4,400	94@2,400	11.9	5.8	4.2	3.89	M-4	4	13	30.8
Hatchback STD	93.7	156.9	63.4	53.7	2,050	38.2	39.3	52.8	53.0	HO4	1.6/97.0	2V	9.0	69@4,800	86@2,800	13.2	5.6	3.7	3.45	M-4	F	13	30.8
Brat 4WD GL	96.3	174.2	64.4	56.9	2,245	38.2	39.3	53.0	53.7	HO4	1.8/109.0	2V	8.7	73@4,400	94@2,400	14.5	5.8	4.2	3.89	M-4	4	13	31.4
TOYOTA Tercel 3-dr. Liftback	95.7	158.7	63.6	54.5	1,985	38.1	42.1	54.5	53.9	4	1.5/88.6	2V	9.0	62@4,800	76@2,800	11.9	5.6	3.9	3.15	M4	F	13	31.8
Tercel 5-dr. Liftback	95.7	158.7	63.6	54.5	1,985	38.1	42.1	54.5	53.9	4	1.5/88.6	2V	9.0	62@4,800	76@2,800	11.9	5.6	3.9	3.58	M5	F	13	31.8
Tercel Wagon 4WD	95.7	169.7	63.6	59.0	2,280	40.2	42.1	54.3	53.1	4	1.5/88.6	2V	9.0	62@4,800	76@2,800	13.2	5.6	3.9	3.91	M6	4	13	31.8
Corolla Sedan Diesel	95.7	166.3	64.4	53.0	2,112	38.3	42.4	56.1	55.3	4	1.8/112.2	F.I.	27.5	56@4,500	76@3,000	13.2	7.5	3.7	3.72	M5	F	13	33.5
Corolla 5-dr. Liftback	95.7	166.3	64.4	52.8	2,110	37.9	42.4	56.1	55.3	4	1.6/96.8	2V	9.0	70@4,800	85@2,800	13.2	5.6	3.9	3.74	M5	F	13	33.5
Corolla 2-dr. S/C	94.5	168.7	64.0	52.6	2,169	37.6	43.5	52.6	53.0	4	1.6/96.8	2V	9.0	70@4,800	85@2,800	13.2	5.6	3.9	3.91	M5	R	13	33.5
Corolla 3-dr. S/L/B	94.5	168.7	64.0	52.6	2,205	37.6	43.5	52.6	53.0	4	1.6/96.8	2V	9.0	70@4,800	85@2,800	13.2	5.6	3.9	3.91	M5	R	13	33.5
Camry 4-dr. Sedan	102.4	175.6	66.5	54.9	2,326	38.8	42.4	57.7	55.9	4	2.0/121.7	F.I.	8.7	92@4,200	113@2,400	13.8	N.A.	N.A.	3.40	M5	F	13	N.A.
Camry 5-dr. Liftback	102.4	175.6	66.5	54.9	2,458	37.6	42.4	57.7	55.9	4	2.0/121.7	F.I.	8.7	92@4,200	113@2,400	13.8	N.A.	N.A.	3.40	M5	F	13	N.A.
Celica ST Sport Coupe	98.4	176.2	65.5	52.0	2,496	37.4	43.0	54.9	53.7	4	2.4/144.4	2V	9.0	105@4,800	137@2,800	16.1	8.9	4.0	3.42	M5	R	14	32.8
Celcia Gt Liftback	98.4	176.6	65.5	52.0	2,566	37.4	43.0	54.9	53.7	4	2.4/144.4	2V	9.0	105@4,800	137@2,800	16.1	8.9	4.0	3.42	M5	R	14	32.8
Celcia Supra	103.0	183.5	67.7	52.0	2,970	37.4	43.0	57.9	56.7	6	2.8/168.4	F.I.	8.8	161@5,200	159@4,400	16.1	8.5	6.0	4.10	M5	R	14	35.4
Cressida Sedan	104.1	186.2	66.5	54.3	3,020	38.3	42.7	54.7	54.9	6	2.8/168.4	F.I.	9.2	156@5,200	165@4,400	17.2	9.5	6.0	4.10	A4	R	14	34.8
Cressida Wagon	104.1	186.6	66.5	55.5	3,007	37.9	42.7	54.7	54.5	6	2.8/168.4	F.I.	9.2	156@5,200	165@4,400	17.2	9.5	6.0	4.10	A4	R	14	34.8
MR-2	91.3	154.5	65.6	49.2	2,459	37.2	42.9	56.7	56.7	4	1.6/96.8	F.I.	9.4	112@6,600	97@4,800	15.2	N.A.	N.A.	4.30	M5	R	15	32.8
VOLKSWAGEN Cabriolet	94.5	159.3	64.2	55.6	2,214	N.A.	N.A.	54.7	53.5	4	1.8/109	F.I.	8.5	90@5,500	100@3,000	10.6	7.3	4.7	3.67	M5	F	13	31.2
Scirocco	94.5	165.7	64	51.4	2,181	N.A.	N.A.	54.7	53.5	4	1.8/109	F.I.	8.5	90@5,500	100@3,000	10.6	7.3	4.7	3.67	M5	F	13	36.7
Jetta	97.3	171.7	65.5	55.7	2,275	N.A.	N.A.	56.3	56.0	4	1.8/109	F.I.	8.5	85@5,250	98@3,000	14.5	7.3	4.7	3.67	M5	F	13	34.4
Jetta (diesel)	97.3	171.7	65.5	55.7	2,264	N.A.	N.A.	56.3	56.0	4	1.6/97	F.I.	23.0	52@4,800	71@2,000	14.5	7.3	4.7	3.94	M5	F	13	34.4
Jetta (turbo diesel)	97.3	171.7	65.5	55.7	2,264	N.A.	N.A.	56.3	56.0	4	1.6/97	F.I.	23.0	68@4,500	98@2,500	14.5	7.3	4.7	3.94	M5	F	13	34.4
Quantum Sedan GL5	100.4	180.2	66.9	55.1	2,665	N.A.	N.A.	55.7	56.0	5	2.2/136	F.I.	8.5	110@5,500	122@2,400	15.8	7.5	5.3	4.9	A3	F	13	31.5
Quantum Wagon	100.4	180.2	66.9	55.1	2,665	N.A.	N.A.	55.7	56.0	4	1.8/109	F.I.	9.0	88@5,500	96@3,250	15.8	7.5	5.3	4.11	A3	F	13	31.5
Quantum Wagon (turbo-diesel)	100.4	180.2	66.9	55.1	2,665	N.A.	N.A.	55.7	56.0	4	1.6/97	F.I.	23.0	68@4,500	98@2,800	15.8	7.5	5.3	4.11	M5	F	13	31.5
VOLVO DLSedan	104.3	188.8	67.2	56.2	2,919	37.4	39.8	56.3	53.5	4	2.3/141	F.I.	9.5	111@5,400	136@2,750	15.8	11.5	4.7	3.31	M5	R	14	32.2
DL Wagon	104.3	188.8	67.2	57.5	3,188	37.4	39.8	56.3	53.5	4	2.3/141	F.I.	9.5	114@5,400	136@2,750	15.8	10.0	4.7	3.31	M5	R	14	32.2
Turbo 4-door	104.3	188.8	67.2	57.5	2,999	37.4	39.8	56.3	53.5	4	2.1/130	F.I.	7.5	162@5,100	181@3,900	15.8	11.5	4.7	3.73	M5	R	15	32.2
740 GLE	109.1	188.4	68.9	55.5	2,952	38.2	40.5	57.5	57.5	4	2.3/141	F.I.	9.5	114@5,400	136@2,750	15.8	10.5	6.8	3.91	A4	R	15	32.2
740 GT (turbo)	109.1	188.4	68.9	55.5	3,049	38.2	40.5	57.5	57.5	4	2.3/141	F.I.	8.7	160@5,300	187@2,900	15.8	10.5	6.8	3.73	A4	R	15	32.2
740 Wagon (turbo-diesel)	109.1	188.4	69.3	56.5	3,245	38.6	40.9	57.9	57.5	6	2.4/145	F.I.	23.0	106@4,800	140@2,400	15.8	11.5	7.4	3.54	M5	R	14	32.2
760 GLE Turbo	109.1	188.4	68.9	55.5	3,038	38.2	40.5	57.5	57.5	4	2.3/141	F.I.	8.3	157@5,300	184@2,900	15.8	10.5	6.8	3.54	A4	R	15	32.2
760 GLE Sedan	109.1	188.4	68.9	55.5	2,979	38.2	40.5	57.5	57.5	V-6	2.8/173	F.I.	8.8	134@5,500	159@2,750	15.8	10.5	6.8	3.54	A4	R	15	32.2
760 GLE Sedan (turbo-diesel)	109.1	188.4	68.9	55.5	3,221	38.2	40.5	57.5	57.5	6	2.4/145	F.I.	23.0	106@4,800	140@2,400	21.6	11.5	7.4	3.54	M5	R	15	32.2
760 GLE Turbo Wagon	109.1	188.4	69.3	56.5	3,185	38.6	40.9	57.9	57.5	4	2.3/141	F.I.	8.7	160@5,300	187@2,900	15.8	10.5	4.7	3.73	M5	R	15	32.2

NOTE: This table has been compiled from information supplied by factories, distributors and other direct sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

List of Abbreviations:
N.A.—Information not available

F.I.—Fuel Injection
H.O.—Horizontally opposed

EPA mileage ratings for '85 models

TWO SEATERS

	Est. MPG City	Est. MPG Hwy.	Engine CID	†Trans.
Alfa Romeo Spider Veloce 2000	21	27	120	M5
Bertone X1/9	23	28	91	M5
Chevrolet Corvette	16	23	350	L4
Chevrolet Corvette	16	22	350	M4
Ford EXP	25	30	98	A3
Ford EXP	25	35	98	M5
Ford EXP Turbo	23	34	98	M5
Honda Civic Coupe	28	31	91	L3
Honda Civic Coupe	31	38	91	M5
Honda Civic Coupe HF	49	54	91	M5
Mazda RX-7	17	22	70	L4
Mazda RX-7	17	23	70	M5
Mazda RX-7	16	23	80	M5
Mercedes-Benz 380-SL	16	18	234	A4
Nissan 300-ZX Turbo	16	19	191	A4
Nissan 300-ZX	17	21	181	L4
Nissan 300-ZX Turbo	17	23	181	M5
Nissan 300-ZX	19	25	181	M5
Pininfarina Spider	20	23	122	A3
Pininfarina Spider	23	28	122	M5
Pontiac Fiero	25	31	151	L3
Subaru XT-DL	26	32	109	M5

MINICOMPACTS

	Est. MPG City	Est. MPG Hwy.	Engine CID	†Trans.
Alfa Romeo GTV6 2.5	19	26	152	M5
Chevrolet Sprint	47	53	61	M5
*Pontiac Firefly	47	53	61	M5
*Suzuki SA310	47	53	61	M5
Volkswagen Cabriolet	23	25	109	A3
Volkswagen Cabriolet	24	29	109	M5

SUBCOMPACTS

	Est. MPG City	Est. MPG Hwy.	Engine CID	†Trans.
Audi Coupe GT	16	23	136	A3
Audi Coupe GT	19	25	136	M5
Audi Quattro Turbo	16	22	131	M5
Audi 4000S	24	27	109	A3
Audi 4000S	24	30	109	M5
Audi 4000S Quattro	18	22	136	M5
BMW 3-Series	22	27	108	L4
BMW 3-Series	23	29	108	M5
BMW 3-Series	21	27	164	L4
BMW 3-Series	21	28	164	M5
Chevrolet Camaro	22	32	151	L4
Chevrolet Camaro	21	28	151	M4
Chevrolet Camaro	22	33	151	M5
Chevrolet Camaro	18	26	173	L4
Chevrolet Camaro	18	27	173	M5
Chevrolet Camaro	16	22	305	L4
Chevrolet Camaro	15	24	305	M5
Chevrolet Camaro	16	22	305	L4
Chevrolet Cavalier Conv.	20	26	173	L3
Chevrolet Cavalier Conv.	18	23	173	M4
Chevrolet Chevette	27	33	98	L3
Chevrolet Chevette	28	34	98	M4
Chevrolet Chevette	28	36	98	M5
Chevrolet Chevette Diesel	39	46	111	M5
Chrysler Laser Turbo	20	23	135	A3
Chrysler Laser	23	26	135	A3
Chrysler Laser Turbo	19	29	135	M5
Chrysler Laser Turbo	23	33	135	M5
Chrysler LeBaron Conv.	23	26	135	A3
Chrysler LeBaron Conv. Turbo	20	23	135	A3
Chrysler LeBaron Conv.	20	23	156	A3
Dodge Charger	28	33	97	M4
Dodge Charger	31	40	97	M4
Dodge Charger	24	29	135	A3
Dodge Charger	21	30	135	M5
Dodge Charger	26	37	135	M5
Dodge Charger Turbo	19	29	135	M5
Dodge Colt	30	32	90	L3
Dodge Colt	37	41	90	M4
Dodge Colt	31	38	90	M5
Dodge Colt Turbo	24	26	98	L3
Dodge Colt Turbo	24	30	98	M5
Dodge Conquest Turbo	19	24	156	L4
Dodge Conquest Turbo	19	24	156	M5
Dodge Daytona Turbo	20	23	135	A3
Dodge Daytona	23	26	135	A3
Dodge Daytona Turbo	19	29	135	M5
Dodge Daytona	23	34	135	M5
Dodge 600 Conv. Turbo	20	23	135	A3
Dodge 600 Conv.	23	26	135	A3
Dodge 600 Conv.	20	23	156	A3
*Ford Laser	28	31	91	A3
*Ford Laser	30	31	91	M4
*Ford Laser	31	38	91	M5
Ford Mustang	21	25	140	A3
Ford Mustang	23	29	140	M4
Ford Mustang	19	22	231	L3
Ford Mustang	16	24	302	L4
Honda Accord	24	30	112	L4
Honda Accord	27	33	112	M5
Honda Civic	38	42	82	M4
Honda Civic	26	28	91	L3
Honda Civic	30	34	91	M5
Honda Prelude	23	30	112	L4
Honda Prelude	25	31	112	M5
Isuzu I-Mark	24	29	111	M5
Isuzu I-Mark	24	29	111	M5
Isuzu Impulse	22	25	119	A4
Isuzu Impulse	22	28	119	M5
Jaguar XJ-S	13	17	326	A3
Jaguar XJ	15	19	258	A3
Mercury Capri	21	25	140	A3
Mercury Capri	23	29	140	M4
Mercury Capri	19	22	231	L3
Mercury Capri	16	24	302	L4
Mazda GLC	28	31	91	A3
Mazda GLC	30	31	91	M4
Mazda GLC	31	38	91	M5
Mercedes-Benz 190 Diesel	30	33	134	A4
Mercedes-Benz 190 Diesel	31	39	134	M5
Mercedes-Benz 190	19	22	140	A4
Mercedes-Benz 190	19	27	140	M5
Mitsubishi Cordia Turbo	23	30	110	M5
Mitsubishi Cordia	24	26	122	L3
Mitsubishi Cordia	25	32	122	M5
Mitsubishi Mirage	30	32	90	L3
Mitsubishi Mirage	37	41	90	M4
Mitsubishi Mirage	31	38	90	M5
Mitsubishi Mirage Turbo	24	26	98	L3
Mitsubishi Mirage Turbo	24	30	98	M5
Mitsubishi Starion Turbo	19	24	156	L4
Mitsubishi Starion Turbo	19	24	156	M5
Mitsubishi Tredia Turbo	23	30	110	M5
Mitsubishi Tredia	24	26	122	L3
Mitsubishi Tredia	25	32	122	M5
Nissan Pulsar/Pulsar-NX	26	30	98	L3
Nissan Pulsar/Pulsar-NX	31	37	98	M5
Nissan Sentra	26	30	98	L3
Nissan Sentra	31	37	98	M5
Nissan Sentra Diesel	45	50	103	M4
Nissan 300-ZX 2+2	17	21	181	L4
Nissan 300-ZX 2+2	19	25	181	M5
Plymouth Colt	30	32	90	L3
Plymouth Colt	37	41	90	M4
Plymouth Colt	31	38	90	M5
Plymouth Colt Turbo	24	26	98	L3
Plymouth Colt Turbo	24	30	98	M5
Plymouth Conquest Turbo	19	24	156	L4
Plymouth Conquest Turbo	19	24	156	M5
Plymouth Turismo	28	33	97	M4
Plymouth Turismo	31	40	97	M4
Plymouth Turismo	24	29	135	A3
Plymouth Turismo	21	30	135	M5
Plymouth Turismo	26	37	135	M5
Pontiac Firebird	22	32	151	L4
Pontiac Firebird	22	28	151	M4
Pontiac Firebird	24	34	151	M5
Pontiac Firebird	18	26	173	L4
Pontiac Firebird	18	27	173	M5
Pontiac Firebird	16	22	305	L4
Pontiac Firebird	15	24	305	M5
Pontiac Firebird	16	22	305	L4
Pontiac Sunbird Conv.	23	28	110	L3
Pontiac Sunbird Conv.	26	35	110	M5
Pontiac 1000	27	33	98	L3
Pontiac 1000	28	34	98	M4
Pontiac 1000	28	36	98	M5
Pontiac 1000 Diesel	39	46	111	M5
Renault Fuego Turbo	23	31	95	M5
Renault Fuego	20	24	132	A3
Renault Fuego	23	31	132	M5
Rolls-Royce Corniche/Continental	8	11	412	A3
Subaru Hatchback	31	36	97	M4
Subaru Hatchback	23	25	109	L3
Subaru Hatchback	26	31	109	M5
Subaru XT	23	26	109	L3
Subaru XT Turbo	23	25	109	L3
Subaru XT Turbo	25	30	109	M5
Subaru XT	25	32	109	M5
Toyota Celica	23	27	144	A4
Toyota Celica	24	30	144	M5
Toyota Celica Supra	19	24	168	L4
Toyota Celica Supra	20	24	168	M5
Toyota Corolla Sport	27	34	97	L4
Toyota Corolla Sport	29	34	97	M5
Toyota Corolla Sport	26	29	97	M5
Toyota Tercel	30	32	89	A3
Toyota Tercel	35	39	89	M4
Toyota Tercel	31	38	89	M5
Volkswagen Scirocco	23	25	109	A3
Volkswagen Scirocco	24	29	109	M5

COMPACTS

	Est. MPG City	Est. MPG Hwy.	Engine CID	†Trans.
BMW 5-Series	20	26	164	L4
BMW 5-Series	20	25	164	M5
Buick Riviera Conv. Turbo	16	24	231	L4
Buick Riviera Conv.	17	22	307	L4
Buick Skyhawk	24	31	110	L3
Buick Skyhawk	26	35	110	M5
Buick Skylark	23	32	151	L3
Buick Skylark	24	34	151	M4
Buick Skylark	20	27	173	L3
Buick Skylark	19	26	173	M4
Buick Skylark	20	26	173	L3
Buick Skylark	18	23	173	M4
Buick Somerset Regal	24	32	151	L3
Buick Somerset Regal	20	26	181	L3
Cadillac Cimarron	20	26	173	L3
Cadillac Cimarron	18	23	173	M4
Cadillac Eldorado Conv.	16	22	249	L4
Chevrolet Cavalier	18	23	173	M4
Dodge Omni	28	33	97	M4
Dodge Omni	31	40	97	M4
Dodge Omni	24	28	135	A3
Dodge Omni	21	30	135	M5
Dodge Omni	26	37	135	M5
Dodge Omni Turbo	19	29	135	M5
Ford Escort	25	30	98	A3
Ford Escort	34	44	98	M4
Ford Escort	25	35	98	M5
Ford Escort	24	29	98	A3
Ford Escort Turbo	23	34	98	M5
Ford Escort	25	33	98	M5
Ford Escort Diesel	43	52	122	M5
Ford Tempo	25	29	140	A3
Ford Tempo	25	34	140	M5
Ford Thunderbird Turbo	18	21	140	A3
Ford Thunderbird	19	22	231	L3
Ford Thunderbird	16	24	302	L4
Mercury Cougar Turbo	18	21	140	A3
Mercury Cougar	19	22	231	L3
Mercury Cougar	16	24	302	L4
Mercury Lynx	25	30	98	A3
Mercury Lynx	34	44	98	M4
Mercury Lynx	25	35	98	M5
Mercury Lynx Diesel	43	52	122	M5
Mercury Topaz	24	28	140	A3
Mercury Topaz	25	34	140	M5
Mazda 626	24	28	122	A3
Mazda 626	26	32	122	M5
Mazda 626 Diesel	36	42	122	M5
Mercedes-Benz 300-D/300-CD Turbo Diesel	22	25	183	A4
Mercedes-Benz 300-SD Turbo Diesel	22	25	183	A4
Mercedes-Benz 380-SE	16	18	234	A4
Mercedes-Benz 500-SEC	14	16	303	A4
Merkur XR4Ti Turbo	19	24	140	M5
Mitsubishi Galant	21	26	143	L4
Nissan Maxima	17	22	181	L4
Nissan Maxima	19	25	181	M5
Nissan Stanza	23	[illegible]	120	L3
Nissan Stanza	23	26	120	L3
Oldsmobile Calais	24	32	151	L3
Oldsmobile Calais	20	26	181	L3
Oldsmobile Firenza	18	23	173	M4
Peugeot 505	20	20	120	A3
Peugeot 505	19	24	120	M5
Peubeot 505 Turbo	18	24	131	M5
Peugeot 505 Turbo Diesel	25	25	152	A3
Peugeot 505 Turbo Diesel	28	33	152	M5
Plymouth Horizon	28	33	97	M4
Plymouth Horizon	31	40	97	M4
Plymouth Horizon	24	28	135	A3
Plymouth Horizon	26	37	135	M5
Pontiac Grand Am	24	32	151	L3
Pontiac Grand Am	20	26	181	L3
Pontiac Sunbird	28	40	110	M5
Renault Alliance/Encore	25	28	85	A3
Renault Alliance/Encore	31	35	85	M4
Renault Alliance/Encore	34	40	85	M4
Renault Alliance/Encore	31	38	85	M5
Renault Alliance/Encore	22	26	105	A3
Renault Alliance/Encore	29	36	105	M5
Rolls-Royce Camargue	8	11	412	A3
Saab 900 Turbo	18	21	121	A3
Saab 900	18	23	121	A3
Saab 900 Turbo	19	25	121	M5
Saab 900	21	26	121	M5
Subaru Sedan	25	28	109	L3
Subaru Sedan	32	37	109	M4
Subaru Sedan	28	33	109	M5
Subaru Sedan	23	26	109	L3
Subaru Sedan	26	32	109	M5
Toyota Camry Turbo Diesel	30	33	112	L4
Toyota Camry	27	32	122	L4
Toyota Camry	29	34	122	M5
Toyota Corolla	28	32	97	L3
Toyota Corolla	28	34	97	L4
Toyota Corolla	30	37	97	M5
Toyota Corolla Diesel	34	36	112	L3
Toyota Corolla Diesel	38	47	112	M5
Toyota Cressida	19	24	168	L4
Toyota Cressida	20	24	168	M5
Volkswagen Golf/GTI Diesel	37	46	97	M5
Volkswagen Golf/GTI	24	27	109	A3
Volkswagen Golf/GTI	27	34	109	M5
Volkswagen Golf/GTI	26	32	109	M5
Volkswagen Jetta Diesel	37	46	97	M5
Volkswagen Jetta Turbo Diesel	37	42	97	M5
Volkswagen Jetta	23	27	109	A3
Volkswagen Jetta	24	27	109	A3
Volkswagen Jetta	26	32	109	M5
Volkswagen Jetta	27	34	109	M5
Volkswagen Quantum Turbo Diesel	33	38	97	M5
Volkswagen Quantum	18	22	136	A3
Volkswagen Quantum	19	24	136	M5
Volvo DL/GL/Turbo	17	21	130	A4
Volvo DL/GL/Turbo	17	22	130	M4
Volvo DL/GL	23	28	141	M4

MID-SIZE CARS

	Est. MPG City	Est. MPG Hwy.	Engine CID	†Trans.
Audi 5000S	17	22	131	A3
Audi 5000S	17	22	136	A3
Audi 5000S	19	25	136	M5
Buick Century	23	32	151	L3
Buick Century	18	25	181	L3
Buick Century	18	25	181	L4
Buick Century	18	25	231	L4
Buick Century Diesel	26	35	263	L3
Buick Regal	19	24	231	L3
Buick Regal Turbo	17	24	231	L4
Buick Regal	18	23	262	L3
Buick Regal	18	27	262	L4
Buick Regal Diesel	23	31	263	L3
Buick Riviera Turbo	16	24	231	L4
Buick Riviera	17	22	307	L4
Buick Riviera Diesel	20	28	350	L4
Cadillac Eldorado	16	22	249	L4
Cadillac Eldorado Diesel	19	28	350	L4
Cadillac Seville	16	22	249	L4
Cadillac Seville Diesel	19	28	350	L4
Chevrolet Celebrity	23	32	151	L3
Chevrolet Celebrity	24	31	151	M4
Chevrolet Celebrity	20	27	173	L3
Chevrolet Celebrity	19	27	173	L4
Chevrolet Celebrity	20	26	173	L3
Chevrolet Celebrity	19	28	173	L4
Chevrolet Celebrity Diesel	26	35	263	L3
Chevrolet Citation II	23	32	151	L3
Chevrolet Citation II	24	34	151	M4
Chevrolet Citation II	20	27	173	L3
Chevrolet Citation II	19	26	173	M4
Chevrolet Citation II	20	26	173	L3
Chevrolet Citation II	18	23	173	M4
Chevrolet Monte Carlo	18	23	262	L3
Chevrolet Monte Carlo	18	27	262	L4
Chevrolet Monte Carlo	16	22	305	L3
Chevrolet Monte Carlo	17	24	305	L4
Chrysler Executive Sedan/Limousine	20	23	156	A3
Chrysler LeBaron Turbo	20	23	135	A3
Chrysler LeBaron	23	26	135	A3
Chrysler LeBaron	20	23	156	A3
Chrysler LeBaron GTS	23	26	135	A3
Chrysler LeBaron GTS Turbo	20	23	135	A3
Chrysler LeBaron GTS Turbo	19	29	135	M5
Chrysler LeBaron GTS	23	33	135	M5
Chrysler New Yorker Turbo	20	23	135	A3
Chrysler New Yorker	20	23	156	A3
Chrysler Newport/Fifth Avenue	16	22	318	L3
Dodge Aries	24	29	135	A3
Dodge Aries	26	33	135	M4
Dodge Aries	25	33	135	M5
Dodge Aries	23	26	135	A3
Dodge Aries	20	24	156	A3
Dodge Diplomat	16	22	318	L3
Dodge Lancer	23	26	135	A3
Dodge Lancer Turbo	20	23	135	A3
Dodge Lancer Turbo	19	29	135	M5
Dodge Lancer	23	34	135	M5
Dodge 600	23	26	135	A3
Dodge 600 Turbo	20	23	135	A3
Dodge 600	20	23	156	A3
Ford LTD	21	25	140	A3
Ford LTD	19	22	231	L3
Ford LTD	16	24	302	L4
Lincoln Continental Turbo Diesel	23	29	149	L4
Lincoln Continental	16	23	302	L4
Lincoln Mark VII Turbo Diesel	23	29	149	L4
Lincoln Mark VII	16	23	302	L4
Mercury Marquis	21	25	140	A3
Mercury Marquis	19	22	231	L3
Mercury Marquis	16	24	302	L4
Mercedes-Benz 500-SEL	14	16	303	A4
Oldsmobile Cutlass Ciera	23	32	151	L3
Oldsmobile Cutlass Ciera	18	25	181	L3
Oldsmobile Cutlass Ciera	18	25	231	L4
Oldsmobile Cutlass Ciera Diesel	26	35	263	L3
Oldsmobile Cutlass Supreme	19	24	231	L3
Oldsmobile Cutlass Supreme Diesel	23	31	263	L3
Oldsmobile Cutlass Supreme	17	22	307	L3
Oldsmobile Cutlass Supreme	17	24	307	L4
Oldsmobile Cutlass Supreme Diesel	21	29	350	L3
Oldsmobile Toronado	17	22	307	L4
Oldsmobile Toronado Diesel	20	28	350	L4
Plymouth Caravelle Turbo	20	23	135	A3
Plymouth Caravelle	23	26	135	A3
Plymouth Caravelle	20	23	156	A3
Plymouth Gran Fury	16	22	318	L3
Plymouth Reliant	24	29	135	A3
Plymouth Reliant	26	33	135	M4
Plymouth Reliant	25	33	135	M5
Plymouth Reliant	23	26	135	A3
Plymouth Reliant	20	24	156	A3
Pontiac Bonneville	19	24	231	L3
Pontiac Bonneville	16	22	305	L3
Pontiac Bonneville	16	22	305	L4
Pontiac Grand Prix	19	24	231	L3
Pontiac Grand Prix	16	22	305	L3
Pontiac Grand Prix	17	24	305	L4
Pontiac 6000	23	32	151	L3
Pontiac 6000	20	27	173	L3
Pontiac 6000	19	27	173	L4
Pontiac 6000	18	26	173	L3
Pontiac 6000	19	28	173	L4
Pontiac 6000 Diesel	26	35	263	L3
Rolls-Royce Silver Spirit/Spur/Mulsan	9	10	412	A3
Volvo 740/760 Turbo	19	22	141	A4
Volvo 740/760	22	25	141	L4
Volvo 740/760	23	28	141	M4
Volvo 740/760 Turbo	19	25	141	M4
Volvo 740/760	18	23	174	A4

STANDARDS

	Est. MPG City	Est. MPG Hwy.	Engine CID	†Trans.
Buick Electra	18	25	181	L4
Buick Electra	19	26	231	L4
Buick Electra Diesel	22	32	263	L4
Buick LeSabre	17	21	231	L3
Buick LeSabre	17	24	307	L4
Buick LeSabre Diesel	20	28	350	L4
Cadillac Fleetwood Brougham (RWD)	16	22	249	L4
Cadillac Fleetwood Brougham (RWD) Diesel	20	28	350	L4
Cadillac Fleetwood/DeVille (FWD)	17	24	249	L4
Cadillar Fleetwood/DeVille (FWD) Diesel	22	32	263	L4
Cadillac Limousine	16	22	249	L4
Chevrolet Impala/Caprice	18	24	262	L3
Chevrolet Impala/Caprice	18	27	262	L4
Chevrolet Impala/Caprice	17	24	305	L4
Chevrolet Impala/Caprice Diesel	21	29	350	L3
Chevrolet Impala/Caprice Diesel	21	30	350	L4
Ford LTD Crown Victoria	16	23	302	L4
Mercury Grand Marquis	16	23	302	L4
Mercury Town Car	16	23	302	L4
Oldsmobile Delta 88 Royale	17	21	231	L3
Oldsmobile Delta 88 Royale	17	24	307	L4
Oldsmobile Delta 88 Royale Diesel	21	29	350	L3
Oldsmobile Delta 88 Royale Diesel	21	30	350	L4
Oldsmobile Ninety-Eight Regency	18	25	181	L4
Oldsmobile Ninety-Eight Regency	19	26	231	L4
Oldsmobile Ninety-Eight Regency Diesel	22	32	263	L4
Pontiac Parisienne	18	24	262	L3
Pontiac Parisienne	18	27	262	L4
Pontiac Parisienne	17	24	305	L4
Pontiac Parisienne Diesel	21	29	350	L3
Pontiac Parisienne Diesel	21	30	350	L4

SMALL STATION WAGONS

	Est. MPG City	Est. MPG Hwy.	Engine CID	†Trans.
Buick Skyhawk	24	31	110	L3
Buick Skyhawk	26	35	110	M5
Chevrolet Cavalier	18	23	173	M4
Dodge Colt Vista	23	25	122	L3
Dodge Colt Vista	24	30	122	M5
Ford Escort	25	30	98	A3
Ford Escort	25	35	98	M5
Ford Escort	24	29	98	A3
Ford Escort	25	33	98	M5
Honda Civic	26	28	91	L3
Honda Civic	30	34	91	M5
Mercury Lynx	25	30	98	A3
Mercury Lynx	25	35	98	M5
Mazda GLC	22	23	91	A3
Mazda GLC	25	29	91	M4
Mazda GLC	25	30	91	M5
*Mitsubishi Space	23	25	122	L3
Nissan Maxima	17	22	181	L4
Nissan Sentra	26	30	98	L3
Nissan Sentra	31	37	98	M5
Oldsmobile Firenza Cruiser	24	31	110	L3
Oldsmobile Firenza Cruiser	26	35	110	M5
Oldsmobile Firenza Cruiser	18	23	173	M4
Plymouth Colt Vista	23	25	122	L3
Plymouth Colt Vista	24	30	122	M5
Pontiac Sunbird	24	31	110	L3
Pontiac Sunbird	26	35	110	M5
Renault 18i	20	24	132	A3
Renault 18i	23	31	132	M5
Subaru	24	28	109	L3
Subaru	28	32	109	M5
Subaru	23	26	109	L3
Subaru	25	31	109	M5
Toyota Tercel 2WD	29	31	89	A3
Toyota Tercel 2WD	31	37	89	M5
Toyota Tercel 4WD	24	25	89	A3
Toyota Tercel 4WD	27	32	89	M5
Volkswagen Quantium Turbo Diesel	33	38	97	M5
Volkswagen Quantum	22	25	109	A3
Volkswagen Quantum	25	31	109	M5

MID-SIZE STATION WAGONS

	Est. MPG City	Est. MPG Hwy.	Engine CID	†Trans.
Audi 5000S	17	22	136	A3
Audi 5000S	19	25	136	M5
Buick Century	17	23	181	L3
Buick Century	18	25	181	L4
Buick Century	18	26	231	L4
Buick Century Diesel	26	35	263	L3
Chevrolet Celebrity	23	32	151	L3
Chevrolet Celebrity	24	31	151	M4
Chevrolet Celebrity	18	24	173	L3
Chevrolet Celebrity	18	25	173	L4
Chevrolet Celebrity	19	25	173	L3
Chevrolet Celebrity	19	27	173	L4
Chevrolet Celebrity Diesel	26	35	263	L3
Chrysler Town and Country Turbo	20	23	135	A3
Chrysler Town and Country	20	23	156	A3
Dodge Aries	21	26	135	A3
Dodge Aries	26	33	135	M4
Dodge Aries	25	33	135	M5
Dodge Aries	23	26	135	A3
Dodge Aries	20	23	156	A3
Ford LTD	19	22	231	L3
Mercury Marquis	19	22	231	L3
Mercedes-Benz 300-TD Turbo Diesel	22	25	183	A4
Oldsmobile Cutlass Cruiser	17	23	181	L3
Oldsmobile Cutlass Cruiser	18	26	231	L4
Oldsmobile Cutlass Cruiser	26	35	263	L3
Peugeot 505	20	20	120	A3
Peugeot 505	19	24	120	M5
Peugeot 505 Turbo Diesel	25	25	141	A3
Plymouth Reliant	21	26	135	A3
Plymouth Reliant	26	33	135	M4
Plymouth Reliant	25	33	135	M5
Plymouth Reliant	23	26	135	A3
Plymouth Reliant	20	23	156	A3
Pontiac 6000	18	24	173	L4
Pontiac 6000	18	25	173	L3
Pontiac 6000	19	25	173	L3
Pontiac 6000	19	27	173	L4
Pontiac 6000 Diesel	26	35	263	L3
Toyota Cressida	19	24	168	L4
Volvo DL/GL/Turbo	17	21	130	A4
Volvo DL/GL/Turbo	17	22	130	M4
Volvo DL/GL	23	28	141	M4

LARGE STATION WAGONS

	Est. MPG City	Est. MPG Hwy.	Engine CID	†Trans.
Buick LeSabre/Electra	16	23	307	L4
Buick LeSabre/Electra Diesel	20	28	350	L4
Chevrolet Caprice	15	22	305	L4
Chevrolet Caprice Diesel	20	28	350	L4
Ford LTD Crown Victoria	16	23	302	L4
Mercury Grand Marquis	16	23	302	L4
Oldsmobile Custom Cruiser	16	23	307	L4
Oldsmobile Custom Cruiser Diesel	20	28	350	L4
Pontiac Parisienne	15	22	305	L4
Pontiac Parisienne Diesel	20	28	350	L4

SMALL PICKUPS/2WD

	Est. MPG City	Est. MPG Hwy.	Engine CID	†Trans.
Chevrolet S-10	24	30	119	M4
Chevrolet S-10 Diesel	30	34	137	M4
Chevrolet S-10 Diesel	30	36	137	M5
Chevrolet S-10	21	27	151	L4
Chevrolet S-10	22	28	151	M4
Chevrolet S-10	23	29	151	M5
Chevrolet S-10	17	24	173	L4
Chevrolet S-10	18	25	173	M4
Chevrolet S-10	17	25	173	M5
Dodge Ram 50	23	24	122	A3
Dodge Ram 50	23	26	122	M4
Dodge Ram 50 Diesel	30	34	143	M5
Dodge Ram 50	21	21	156	A3
Dodge Ram 50	20	26	156	M5
Ford Ranger	21	24	140	L4
Ford Ranger	26	30	140	M5

MODELS OFFERED BY LEADING IMPORTS

(As of March 1, 1985)

	4-Door Models	2-Door Models	Convertibles	4-Door Wagons	1985 Totals	(Totals, March 1, 1984)
Alfa Romeo	0	1	2	0	3	(2)
Audi	4	2	0	1	7	(8)
Bertone	0	1	0	0	1	(1)
BMW	5	3	0	0	8	(5)
Chevrolet Spectrum	1	1	0	0	2	(0)
Chevrolet Sprint	0	1	0	0	1	(0)
Colt (Dodge)	3	2	0	0	5	(4)
Colt (Plymouth)	3	2	0	0	5	(4)
Conquest (Dodge)	0	1	0	0	1	(1)
Ferrari	0	2	2	0	4	(4)
Honda*	1	7	0	2	10	(9)
Isuzu	1	1	0	0	2	(3)
Jaguar	2	1	0	0	3	(3)
Maserati**	1	2	0	0	3	(0)
Mazda	5	9	0	0	14	(14)
Mercedes-Benz	5	3	0	1	9	(9)
Mercury Merkur	0	1	0	0	1	(0)
Mitsubishi	5	10	0	0	15	(11)
Nissan	6	15	0	3	24	(24)
Peugeot	7	0	0	4	11	(11)
Pininfarina	0	0	1	0	1	(1)
Porsche	0	4	1	0	5	(5)
Renault*	0	1	0	2	3	(4)
Rolls-Royce	3	1	1	0	5	(4)
Saab	3	3	0	0	6	(6)
Subaru	6	4	0	6	16	(17)
Toyota	12	14	1	4	31	(27)
Volkswagen*	4	2	1	1	8	(11)
Volvo	8	0	0	3	11	(10)
TOTALS	85	95	9	27	216	
Totals (March 1, 1984)	70	96	7	26		(199)

*—U.S. built models of Honda, Renault and Volkswagen are omitted from the import model count; they are included in the U.S.-model tabulation. Those models are Honda Accord, Renault Alliance and Encore and VW Golf and GTI.

**—Maserati was not included among the "leading import makes" in the 1984 tabulation.

EPA mileage ratings for '85 models

	Est. MPG City	Est. MPG Hwy.	Engine CID	†Trans.
Ford Ranger Turbo Diesel	29	33	140	M5
GMC S-15	24	30	119	M4
GMC S-15 Diesel	30	34	137	M4
GMC S-15 Diesel	30	36	137	M5
GMC S-15	21	27	151	L4
GMC S-15	22	26	151	M4
GMC S-15	23	29	151	M5
GMC S-15	17	24	173	L4
GMC S-15	18	25	173	M4
GMC S-15	17	25	173	M5
Isuzu P'UP	20	22	119	A3
Isuzu P'UP	25	31	119	M4
Isuzu P'UP	23	29	119	M5
Isuzu P'UP Diesel	27	27	137	A3
Isuzu P'UP Diesel	35	38	137	M4
Isuzu P'UP Diesel	32	36	137	M5
Mitsubishi	23	26	122	M4
Mitsubishi Turbo Diesel	30	34	143	M5
Mitsubishi	21	21	156	A3
Mitsubishi	20	26	156	M5
Nissan	26	31	119	M5
Nissan	20	22	146	L3
Nissan	22	26	146	M5
Nissan Diesel	30	33	152	M5
Toyota	22	24	144	A4
Toyota	27	31	144	M4
Toyota	23	27	144	M5
Toyota	23	25	144	A4
Toyota	23	27	144	M5
Toyota Diesel	33	35	149	M4
Toyota Diesel	31	34	149	M5

SMALL PICKUPS/4WD

	City	Hwy.	CID	†Trans.
Dodge Power Ram 50 Turbo Diesel	23	30	143	M5
Dodge Power Ram 50	19	19	156	A3
Dodge Power Ram 50	20	23	156	M5
Ford Ranger	24	29	140	M5
Ford Ranger	19	23	171	M5
Isuzu P'UP	21	23	119	M4
Isuzu P'UP Diesel	27	27	137	M4
Jeep Scrambler	16	18	258	A3
Jeep Scrambler	17	19	258	M4
Jeep Scrambler	17	21	253	M5
Mitsubishi Turbo Diesel	28	30	143	M5
Mitsubishi	20	23	156	M5

STANDARD PICKUPS/2WD

	City	Hwy.	CID	†Trans.
Chevrolet C-10	18	19	262	A3
Chevrolet C-10	17	21	262	L4
Chevrolet C-10	19	20	262	M3/M4C
Chevrolet C-10	17	21	262	M4
Chevrolet C-10	14	16	305	L3
Chevrolet C-10	15	20	305	L4
Chevrolet C-10	14	18	305	M3/M4C
Chevrolet C-10	14	18	305	M4
Chevrolet C-10 Diesel	19	23	379	M4
Chevrolet C-10 Diesel	20	23	379	M4
Chevrolet C-10 Diesel	20	22	379	M4C
Chevrolet C-20	16	19	262	L4
Chevrolet C-20	15	18	262	M4C
Chevrolet C-20	15	18	305	L4
Chevrolet C-20	12	15	305	M4C
Chevrolet C-20 Diesel	19	23	379	L4
Chevrolet C-20 Diesel	18	20	379	M4C
Chevrolet El Camino	17	21	262	L3
Chevrolet El Camino	17	23	262	L4
Chevrolet El Camino	15	19	305	L3
Chevrolet El Camino	15	21	305	L4
Dodge D-100/D-150	16	18	225	L3
Dodge D-100/D-150	17	20	225	M4
Dodge D-100/D-150	18	22	225	M4
Dodge D-100/D-150	15	19	225	M4C
Dodge D-100/D-150	12	14	318	A3
Dodge D-100/D-150	13	15	318	A3
Dodge D-100/D-150	14	16	318	L3
Dodge D-100/D-150	14	19	318	M4
Dodge D-100/D-150	12	15	318	M4C
Dodge D-100/D-150	11	14	318	M4C
Dodge D-100/D-150	11	12	360	A3
Dodge D-250	16	18	225	L3
Dodge D-250	14	15	225	M4C
Dodge D-250	12	13	318	A3
Dodge D-250	12	14	318	A3
Dodge D-250	11	14	318	M4C
Dodge D-250	11	14	318	M4C
Dodge D-250	11	13	360	A3
Ford F-150	15	16	300	A3
Ford F-150	16	21	300	L4
Ford F-150	17	19	300	M3/M4C
Ford F-150	19	24	300	M4
Ford F-150	13	14	302	A3
Ford F-150	13	16	302	L4
Ford F-150	12	14	351	A3
Ford F-250	15	16	300	A3
Ford F-250	17	19	300	M3/M4C
Ford F-250	12	16	302	L4
Ford F-250	12	13	351	M3/M4C
Ford F-250	11	13	351	A3
GMC Caballero	17	21	262	L3
GMC Caballero	17	23	262	L4
GMC Caballero	15	19	305	L3
GMC Caballero	15	21	305	L4
Chevrolet C-15	18	19	262	A3
Chevrolet C-15	17	21	262	L4
Chevrolet C-15	18	20	262	M3/M4C
Chevrolet C-15	17	21	262	M4
Chevrolet C-15	14	16	305	L3
Chevrolet C-15	15	20	305	L4
Chevrolet C-15	14	18	305	M3/M4C
Chevrolet C-15	14	18	305	M4
Chevrolet C-15 Diesel	19	23	379	L4
Chevrolet C-15 Diesel	20	23	379	M4
Chevrolet C-15 Diesel	20	22	379	M4C
Chevrolet C-25	16	19	262	L4
Chevrolet C-25	15	18	262	M4C
Chevrolet C-25	15	18	305	L4
Chevrolet C-25	12	15	305	M4C
Chevrolet C-25 Diesel	19	23	379	L4
Chevrolet C-25 Diesel	18	20	379	M4C
Toyota 1-Ton	22	27	144	M5

STANDARD PICKUPS/4WD

	City	Hwy.	CID	†Trans.
Chevrolet K-10	16	19	262	L4
Chevrolet K-10	15	18	262	M4
Chevrolet K-10	15	17	262	M4C
Chevrolet K-10	14	16	305	L4
Chevrolet K-10	12	16	305	M4
Chevrolet K-10	14	17	305	M4C
Chevrolet K-10 Diesel	17	21	379	L4
Chevrolet K-10 Diesel	18	21	379	M4
Chevrolet K-10 Diesel	19	20	379	M4C
Chevrolet K-20	12	16	350	L4
Chevrolet K-20	10	15	350	M4C
Chevrolet K-20 Diesel	17	21	379	L4
Chevrolet K-20 Diesel	16	18	379	M4C
Chevrolet T-10	20	23	151	L4
Chevrolet T-10	21	25	151	M4
Chevrolet T-10	17	24	173	L4
Chevrolet T-10	16	23	173	M4
Chevrolet T-10	16	23	173	M5
Dodge W-100/W-150	15	16	225	M4C
Dodge W-100/W-150	12	14	318	A3
Dodge W-100/W-150	12	14	318	A3
Dodge W-100/W-150	11	14	318	M4C
Dodge W-100/W-150	11	15	318	M4C
Dodge W-100/W-150	11	12	360	A3
Dodge W-250	12	14	318	A3
Dodge W-250	12	14	318	A3
Dodge W-250	11	13	318	M4C
Dodge W-250	11	12	360	A3
Ford F-150	14	14	300	A3
Ford F-150	16	19	300	M4
Ford F-150	17	18	300	M4C
Ford F-150	12	15	351	M4
Ford F-150	12	13	351	M4C
Ford F-150	11	13	351	A3
Ford F-250	14	14	300	A3
Ford F-250	17	18	300	M4C
Ford F-250	11	12	351	M4C
Ford F-250	11	12	351	A3
GMC K-15	16	19	262	L4
GMC K-15	15	18	262	M4
GMC K-15	15	17	262	M4C
GMC K-15	14	16	305	L4
GMC K-15	12	16	305	L4
GMC K-15	14	17	305	M4C
GMC K-15 Diesel	17	21	379	L4
GMC K-15 Diesel	18	21	379	M4
GMC K-15 Diesel	19	20	379	M4C
GMC K-25	12	16	350	L4
GMC K-25	10	15	350	M4C
GMC K-25 Diesel	17	21	379	L4
GMC K-25 Diesel	16	18	379	M4C
Chevrolet T-15	20	23	151	L4
Chevrolet T-15	21	25	151	M4
Chevrolet T-15	17	24	173	L4
Chevrolet T-15	16	23	173	M4
Chevrolet T-15	16	23	173	M5
Jeep J-10	16	19	258	A3
Jeep J-10	14	19	258	M4
Jeep J-10	11	13	360	A3
Jeep J-20	11	13	360	A3
Nissan	19	21	146	M5
Toyota	20	23	144	M5
Toyota	22	25	144	M5
Toyota Turbo Diesel	26	26	149	M5

PASSENGER VANS

	City	Hwy.	CID	†Trans.
Chevrolet Astro	21	26	151	L4
Chevrolet Astro	22	26	151	M4
Chevrolet Astro	22	28	151	M5
Chevrolet Astro	17	21	262	L4
Chevrolet Astro	16	21	262	M4
Chevrolet Astro	17	22	262	M5
Chevrolet G-10/20 Sportvan	16	17	262	A3
Chevrolet G-10/20 Sportvan	16	19	262	L4
Chevrolet G-10/20 Sportvan	15	18	262	M3
Chevrolet G-10/20 Sportvan	13	13	305	L3
Chevrolet G-10/20 Sportvan	14	17	305	L4
Chevrolet G-10/20 Sportvan	13	17	350	L4
Chevrolet G-10/20 Sportvan Diesel	17	23	379	L4
Chevrolet G-10/20 Sportvan Diesel	18	21	379	M4
Chevrolet G-30 Sportvan	11	13	350	L4
Dodge B-150/B-250	15	18	225	L3
Dodge B-150/B-250	16	18	225	M4
Dodge B-150/B-250	12	14	318	A3
Dodge B-150/B-250	11	13	318	A3
Dodge B-150/B-250	13	16	318	L3
Dodge B-150/B-250	13	18	318	M4
Dodge B-150/B-250	10	12	360	A3
Dodge B-350	11	12	318	A3
Dodge B-350	11	12	318	A3
Dodge B-350	10	11	360	A3
Ford E-150 Club Wagon	13	14	300	A3
Ford E-150 Club Wagon	14	18	300	L4
Ford E-150 Club Wagon	16	19	300	M4
[illegible] E-150 Club Wagon	12	15	302	L4
Ford E-150 Club Wagon	11	13	351	A3
GMC G-15/25 Rally	16	17	262	A3
GMC G-15/25 Rally	16	19	262	L4
GMC G-15/25 Rally	15	18	262	M3
GMC G-15/25 Rally	13	13	305	L3
GMC G-15/25 Rally	14	17	305	L4
GMC G-15/25 Rally	13	17	350	L4
GMC G-15/25 Rally Diesel	17	23	379	L4
GMC G-15/25 Rally Diesel	18	21	379	M4
GMC G-35 Rally	11	13	350	L4
GMC Safari	21	26	151	L4
GMC Safari	22	26	151	L4
GMC Safari	22	28	151	M4
GMC Safari	17	21	262	L4
GMC Safari	15	21	262	M4
GMC Safari	17	22	262	M5
Toyota	21	23	122	L4
Toyota	23	25	122	M5
Volkswagen Vanagon	16	19	117	A3
Volkswagen Vanagon	18	20	117	M4

SPECIAL PURPOSE VEHICLES/2WD

	City	Hwy.	CID	†Trans.
Chevrolet C-10 Suburban	14	17	305	L4
Chevrolet C-10 Suburban	13	17	350	L4
Chevrolet C-10 Suburban Diesel	17	23	379	L4
Chevrolet S-10 Blazer	21	26	151	L4
Chevrolet S-10 Blazer	22	26	151	M4
Chevrolet S-10 Blazer	22	28	151	M5
Chevrolet S-10 Blazer	17	25	173	L4
Chevrolet S-10 Blazer	18	25	173	M4
Chevrolet S-10 Blazer	17	24	173	M5
Dodge AD-150 Ramcharger	12	13	318	A3
Dodge AD-150 Ramcharger	12	14	318	A3
Dodge AD-150 Ramcharger	13	16	318	L3
Dodge AD-150 Ramcharger	11	13	360	A3
Dodge Caravan/Ram Van	18	20	135	A3
Dodge Caravan/Ram Van	19	22	135	A3
Dodge Caravan/Ram Van	24	29	135	M4
Dodge Caravan/Ram Van	21	27	135	M5
Dodge Caravan/Ram Van	20	27	135	M5
Dodge Caravan/Ram Van	18	21	156	A3
Chevrolet C-15 Suburban	14	17	305	L4
Chevrolet C-15 Suburban	13	17	350	L4
Chevrolet C-15 Suburban	17	23	379	L4
GMC S-15 Jimmy	21	26	151	L4
GMC S-15 Jimmy	22	26	151	M4
GMC S-15 Jimmy	22	28	151	M5
GMC S-15 Jimmy	17	25	173	L4
GMC S-15 Jimmy	18	25	173	M4
GMC S-15 Jimmy	17	24	173	M5
Grumman Olson Kubvan Diesel	30	30	97	A3
Grumman Olson Kubvan Diesel	35	35	97	M5
Plymouth Voyager	19	22	135	A3
Plymouth Voyager	19	20	135	A3
Plymouth Volager	20	27	135	M5
Plymouth Voyager	21	27	135	M5
Plymouth Voyager	18	21	156	A3

SPECIAL PURPOSE VEHICLES/4WD

	City	Hwy.	CID	†Trans.
American Motors Eagle	16	19	258	A3
American Motors Eagle	17	21	258	M5
Chevrolet K-10 Blazer	14	16	305	L4
Chevrolet K-10 Blazer	14	17	305	M4C
Chevrolet K-10 Blazer Diesel	17	21	379	L4
Chevrolet K-10 Suburban	12	16	350	L4
Chevrolet K-10 Suburban	11	14	350	M4C
Chevrolet K-10 Suburban Diesel	16	21	379	L4
Chevrolet T-10 Blazer	20	23	151	L4
Chevrolet T-10 Blazer	21	25	151	M4
Chevrolet T-10 Blazer	17	23	173	L4
Chevrolet T-10 Blazer	16	23	173	M4
Chevrolet T-10 Blazer	14	23	173	M5
Dodge AW-150 Ramcharger	12	14	318	A3
Dodge AW-150 Ramcharger	12	14	318	A3
Dodge AW-150 Ramcharger	11	13	318	M4C
Dodge AW-150 Ramcharger	11	12	360	A3
Ford Bronco II	18	22	171	M5
Ford Bronco	14	14	300	A3
Ford Bronco	16	21	300	M4
Ford Bronco	17	18	300	M4C
Ford Bronco	11	12	351	A3
GMC K-15 Jimmy	14	16	305	L4
GMC K-15 Jimmy	14	17	305	M4C
GMC K-15 Jimmy Diesel	17	21	379	L4
GMC K-15 Suburban	12	16	350	L4
GMC K-15 Suburban	11	14	350	M4C
GMC K-15 Suburban Diesel	16	21	379	L4
GMC T-15 Jimmy	20	23	151	L4
GMC T-15 Jimmy	21	25	151	M4
GMC T-15 Jimmy	17	23	173	L4
GMC T-15 Jimmy	16	23	173	M4
GMC T-15 Jimmy	15	23	173	M5
Isuzu Trooper	19	21	119	M4
Jeep Cherokee/Wagoneer Turbo Diesel	23	23	126	A3
Jeep Cherokee/Wagoneer Turbo Diesel	29	29	126	M5
Jeep Cherokee/Wagoneer	16	18	173	L3
Jeep Cherokee/Wagoneer	16	20	173	M5
Jeep CJ-7	16	18	258	A3
Jeep CJ-7	17	19	258	M4
Jeep CJ-7	17	21	258	M5
Jeep Grand Wagoneer	15	16	258	A3
Jeep Grand Wagoneer	11	13	360	A3
Mitsubishi Montero	17	17	156	A3
Mitsubishi Montero	18	20	156	M5
Subaru Brat	21	23	109	L3
Subaru Brat	24	28	109	M4
Subaru Hatchback	24	28	109	M4
Subaru Sedan	22	25	109	L3
Subaru Sedan Turbo	23	25	109	L3
Subaru Sedan Turbo	25	30	109	M5
Subaru Wagon	22	25	109	L3
Subaru Wagon	22	28	109	M5
Subaru Wagon Turbo	23	25	109	L3
Subaru XT Turbo	23	25	109	L3
Subaru XT Turbo	25	30	109	M5
Suzuki SJ-410	23	23	59	M4
Suzuki SJ-410V	23	23	59	M4
Toyota 4-Runner	22	25	144	M5

SPECIAL PURPOSE VEHICLES/CAR CHASSIS

	City	Hwy.	CID	†Trans.
Chevrolet S-10	19	19	151	M4
Chevrolet S-10	14	15	173	L4
Chevrolet S-10	14	16	173	M4
Dodge D-250	10	12	360	A3
Ford Ranger	16	18	171	M5
GMC S-15	19	19	151	M4
GMC S-15	14	15	173	L4
GMC S-15	14	16	173	M4
Nissan	15	15	146	M5
Toyota	15	15	144	A4
Toyota	17	17	144	M4

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†—Transmissions: A—Automatic; C—Creeper; L—Lockup; M—Manual.

*—Available in Puerto Rico only.

MODELS: 1942-1985

Number of models offered by U.S. auto makers, 1942 to 1985:

1942	276	1965	348
1946	160	1966	368
1947	182	1967	370
1948	201	1968	368
1949	205	1969	365
1950	243	1970	375
1951	243	1971	341
1952	224	1972	297
1953	210	1973	304
1954	240	1974	302
1955	216	1975	325
1956	232	1976	294
1957	245	1977	275
1958	263	1978	259
1959	239	1979	268
1960	244	1980	252
1961	260	1981	278
1962	296	1982	307
1963	336	1983	298
1964	336	1984	305
		1985	291

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1985 U.S. MODELS BY MAKE

	4-Door Models	2-Door Models*	Convert-ibles	4-Door Wagons	1985 Totals	(Final 1984 Totals
AMERICAN MOTORS—						
RENAULT**	6	7	2	2	17	(15)
AMC Eagle	1	0	0	2	3	(3)
Renault Alliance	3	3	2	0	8	(6)
Renault Encore	2	4	0	0	6	(6)
CHRYSLER CORP.	24	18	5	5	52	(45)
Chrysler 5th Avenue	1	0	0	0	1	(1)
New Yorker/E-Class	1	0	0	0	1	(2)
Limousine/Exec.Sedan	1	0	0	0	1	(2)
Laser	0	2	0	0	2	(2)
LeBaron	1	1	3	1	6	(6)
LeBaron GTS	2	0	0	0	2	(0)
Dodge Diplomat	2	0	0	0	2	(2)
Aries	3	3	0	2	8	(6)
Charger	0	3	0	0	3	(3)
Daytona	0	3	0	0	3	(2)
Dodge 600	1	1	2	0	4	(5)
Lancer	2	0	0	0	2	(0)
Omni	3	0	0	0	3	(3)
Plymouth Gran Fury	1	0	0	0	1	(1)
Caravelle	1	0	0	0	1	(0)
Horizon	2	0	0	0	2	(2)
Reliant	3	3	0	2	8	(6)
Turismo	0	2	0	0	2	(2)
FORD MOTOR CO.	25	36	2	11	74	(82)
Ford LTD Crown Victoria	1	1	0	2	4	(4)
Escort	4	5	0	3	12	(12)
EXP	0	3	0	0	3	(3)
LTD	3	0	0	1	4	(3)
Mustang	0	4	2	0	6	(10)
Tampo	3	3	0	0	6	(6)
Thunderbird	0	4	0	0	4	(4)
Lincoln	3	0	0	0	3	(3)
Continental	3	0	0	0	3	(3)
Mark VII	0	4	0	0	4	(4)
Mercury Grd. Marquis	2	2	0	1	5	(5)
Capri	0	2	0	0	2	(3)
Cougar	0	3	0	0	3	(3)
Lynx	2	3	0	2	7	(11)
Marquis	2	0	0	2	4	(4)
Topaz	2	2	0	0	4	(4)
HONDA**	3	2	0	0	5	(2)
Accord	3	2	0	0	5	(2)
GENERAL MOTORS	48	68	4	20	140	(157)
Buick LeSabre	2	2	0	2	6	(4)
Electra(RWD)	0	0	0	0	0	(5)
Electra (FWD) drive)	3	3	0	0	6	(6)
Century	3	3	0	2	8	(8)
Regal	0	3	0	0	3	(5)
Riviera	0	2	1	0	3	(3)
Skyhawk	2	3	0	2	7	(7)
Skylark	2	0	0	0	2	(5)
Somerset Regal	0	2	0	0	2	(0)
Cadillac (RWD)	1	1	0	0	2	(4)
Cadillac (FWD)	2	2	0	0	4	(3)
Cimarron	1	0	0	0	1	(1)
Eldorado	0	1	1	0	2	(2)
Limousine	1	0	0	0	1	(2)
Seville	1	0	0	0	1	(1)
Chevrolet Impala-Caprice	2	1	0	1	4	(4)
Camaro	0	3	0	0	3	(3)
Cavalier	2	2	1	2	7	(7)
Celebrity	1	1	0	2	4	(4)
Chevette	1	1	0	0	2	(4)
Citation	1	1	0	0	2	(3)
Corvette	0	1	0	0	1	(1)
Monte Carlo	0	2	0	0	2	(2)
Oldsmobile Delta 88	3	2	0	1	6	(5)
Olds 98 (RWD)	0	0	0	0	0	(3)
Olds 98 (FWD)	2	2	0	0	4	(4)
Calais	0	2	0	0	2	(0)
Cutlass Ciera	2	2	0	1	5	(5)
Cutlass Supreme	2	3	0	0	5	(5)
Firenza	2	2	0	2	6	(6)
Omega	0	0	0	0	0	(4)
Toronado	0	1	0	0	1	(1)
Pontiac Parisienne	2	0	0	1	3	(3)
Bonneville	3	0	0	0	3	(3)
Fiero	0	4	0	0	4	(3)
Firebird	0	3	0	0	3	(3)
Grand Am	0	2	0	0	2	(0)
Grand Prix	0	3	0	0	3	(3)
Phoenix	0	0	0	0	0	(5)
Pontiac 1000	1	1	0	0	2	(2)
Pontiac 6000	3	2	0	2	7	(7)
Sunbird	3	5	1	2	11	(11)
VOLKSWAGEN**	1	2	0	0	3	(4)
Golf/GTI	1	2	0	0	3	(0)
Rabbit/GTI	0	0	0	0	0	(4)
1985 TOTALS	107	133	13	38	291	
1984 TOTALS (end of year)	116	140	12	37		(350)

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*—Two-door total includes hatchbacks, which some makers list as three-door models.

**—Renault, Honda and Volkswagen totals include only U.S.-built models.

PRODUCTS/SPECIFICATIONS

U. S. 1985-model light-duty truck specifications

Make and Model	Dimensions and Capacities										Standard Engine					
	Wheelbase (in.) Standard	Wheelbase (in.) Maximum	Overall Length (in.) Standard	Overall Length (in.) Maximum	Width (in.)	Height (in.)	Gross Vehicle Weight Range (lbs.)	Payload (lbs.) Range	Wheel diameter (in.)	Fuel Tank (U.S. gals.)	Type	Displacement (liters/cu. in.)	Carburetion	Horsepower	4 WD Availability	Optional Engines
AMC/JEEP—CJ7	93.4	—	153.2	—	65.3	70.9	4,150-	—	15.0	15.0	L4	2.5/150	1V	—	*	4.2/258, 2V, L6
Scrambler	103.4	—	166.2	—	63.5	70.8	4,150-	—	15.0	15.0	L4	2.5/150	1V	—	*	4.2/258,2VJ-10
J-10 Pickup	130.7	—	206.0	—	78.9	69.0	6,200-	—	15.0	18.2	L6	4.2/258	2V	—	*	5.9/360, 2V, V-8
J-20 Pickup	130.8	—	206.0	—	78.9	70	6,200-	—	16.5	18.2	V-8	5.9/360	2V	—		
Cherokee/Wagoneer	101.4	—	165.3	—	70.5	64.1	4,670- 4,754	—	15.0	13.5	L4	2.5/150	1V	—	*	2.8/173, 2V, V-6; 1/126 L4 turbo diesel
Grand Wagoneer	108.7	—	186.4	—	74.8	66.4	5,975- 6,200	—	15.0	20.3	L6	4.2/258	2V	—	*	5.9/360, 2V, V-8
All Jeeps are 4WD, *Selec-Trac (2WD/4WD) system is optional.																
NISSAN—Pickup	101.4	110.8	172.8	187.0	63.4	62.0	4,420-	1,460-	14.0	13.2	L4	2.4/146	2V	103	X	
King Cab Pickup	110.8	—	187.0	—	63.4	61.2	4,420-	1,460-	14.0	13.2	L4	2.4/146	2V	103	X	
DODGE—D100 Pickup	115.0	131.0	190.8	210.8	79.5	69.0	4,800-	1,290-1,395	15.0	20.0	L6	3.7/225	1V	90	X	5.2/318, 2V, V-8; 5.9/360, 4V, V-8
D150 Pickup	115.0	131.0	190.8	210.8	79.5	60.0	4,800- 5,850	2,265-2,360	15.0	20.0	L6	3.7/225	1V	90	X	5.2/318, 2V, V-8; 5.9/360, 4V, V-8
D250 Pickup	131.0	—	210.8	—	79.5	73.0	6,400- 7,500	3,500-	16.5	20.0	L6	3.7/225	1V	90	X	5.2/318, 2V, V-8; 5.9/360, 4V, V-8
D350 Pickup	131.0	—	210.8	—	79.5	72.0	8,510-	5,740-	16.5	20.0	V-8	5.9/360	4V	180	X	
Caravan/Mini Ram V./Plym. Voyager	112.0	—	175.9	—	69.6	64.2	3,980- 4,520	1,205-1,710	14.0	15.0	L4	2.2/135	2V	101.0		2.6/156, 2V, L4
Ramcharger (4WD)	106.0	—	184.6	—	79.5	69.7	5,300- 5,850	1,390-1,465	15.0	35.0	V-8	5.2/318	2V	145.0		5.9/360, 4V, V-8
B150 Van	109.6	127.6	178.9	196.9	79.8	79.6	4,700- 5,300	1,135-1,835	15.0	22.0	L6	3.7/325	1V	90		5.2/318, 2V, V-8
FORD—Ranger Pickup	107.9	113.9	175.6	187.6	66.9	64.0	3,800- 4,420	1,215-1,910	14.0	15.2	L4	2.3/140	EFI	90	X	20/121, L4; 2.3/140 turbo diesel L4
Bronco II (4WD)	94.0	—	158.4	—	68.0	68.2	—	—	15.0	23.0	V-6	2.8/171	2V	115		2.3/140 turbo diesel L4
F-150 Pickup	116.8	133.0	192.1	208.3	77.2	70.1	4,800- 6,100	1,385-2,505	15.0	16.5	L6	4.9/300	1V	120	X	5.0/302 (2V, EFI) V-8; 5.8/351 (2V, HO4V) V-8
F—250 Pickup	133.0	—	208.3	—	77.2	73.4	6,300- 8,600	2,515-4,630	16.0	19.0	L6	4.9/300	1V	125	X	5.0/302 (2V, EFI) V-8; 5.8/351 (2V, HO4V) V-8; 6.9/421 diesel, V-8; 7.5/460, 4V, V-8
F-350 Pickup	133.0	—	208.3	—	77.2	74.0	8,700-10,000	4,695-5,730	16.0	19.0	V-8	5.8/351	2V	165	X	5.8/351, HO4V, V-8; 6.9/421, diesel, V-8; 7.5/460, 4V, V-8
Bronco (4WD)	104.7	—	177.6	—	78.5	72.9	—	—	15.0	32.0	L6	4.9/300	1V	120		5.0/302, EFI, V-8; 5.8/351 (2, HO4V) V-8
E-150 Van	124.0	138.0	186.6	206.8	79.9	79.2	5,250- 6,300	1,495-2,350	15.0	18.0	L6	4.9/300	1V	120		5.0/302, 2V, V-8; 5.8/351 (2V, HO4V) V-8
Aerostar (prod. starts this spring)	118.9	—	174.9	—	71.8	72.9	4,900-	2,000-	14.0	17.0	L-4	2.3/140	EFI	91		1.8/171, 2V, V-6
GENERAL MOTORS: CHEVROLET/GMC El Camino/Caballero	117.1	—	201.6	—	71.9	53.8	4,568- 4,791	1,250-	14.0	17.7	V-6	4.3/262	EFI	140		5.0/305, 4V, V-8
S-10/15 Pickup	108.3	117.9	178.2	194.2	64.7	61.3	3,535- 4,981	1,000-1,625	14.0	13.2	L4	1.9/119	2V	82	X	2.5/151, EFI, L4; 2.8/173, 2V, V-6; 2.2/136.6, diesel, L4
S-10/15 Extended Cab	122.9	—	192.8	—	64.7	61.3	3,535- 4,928	1,000-1,500	14.0	13.2	L4	1.9/119	2V	82	X	
S-10/15 Blazer/Jimmy (2 and 4WD)	100.5	—	170.3	—	65.4	64.7	3,880- 4,880	1,000-	15.0	13.2	L4	2.5/151	EFI	92	X	2.8/173, 2V, V-6
S-10/15 Blazer/Jimmy (2 and 4WD)	100.5	—	170.3	—	65.4	64.7	3,880- 4,880	1,000-	15.0	13.2	L4	2.5/151	EFI	92	X	2.8/173, 2V, V-6
C-10/1500 Pickup	117.5	131.5	193.5	213.4	79.6	69.2	4,900- 6,100	1,040- 2,522	15.0	16.0	V-6	4.3/262	4V	150	X	5.0/305, 4V, V-8; 6.2/379, diesel, V-8
C-20/2500 Pickup	131.5	—	213.4	—	79.6	72.2	6,400- 8,600	1,913-4,468	16.0	20.0	V-6	4.3/262	4V	150	X	4.8/292, 2V, L6; 5.0/305, 4V, V-8; 5.7/350, 4V, V-8; 7.4/454, 4V, V-8; 6.2/379, diesel, V-8
C-30/3500 Pickup	131.5	—	213.4	—	79.6	73.6	9,000-10,000	3,452-5,256	16.0	20.0	L6	4.8/292	1V	115	X	5.7/350, 4V, V-8; 7.4/454, 4V, V-8; 6.2/379, diesel, V-8
Blazer/Jimmy (4WD)	106.5	—	184.8	—	79.6	73.8	6,100- 6,250	1,331-1,688	15.0	25.0	V-8	5.0/305	4V	160		6.2/379, diesel, V-8
C-10/1500 Suburban	129.5	—	219.1	—	79.6	72.0	6,100- 7,000	1,756-2,478	15.0	25.0	V-8	5.0/305	4V	160	X	5.7/350, 4V, V-8; 6.2/379, diesel, V-8
G-10/1500 Van	110.0	125.0	178.2	202.2	79.5	79.4	4,900- 6,000	1,101-2,376	15.0	22.0	V-6	4.3/262	4V	150		5.0/305, 4V, V-8
Astro/Safari Van (cargo & passenger)	111.0	—	176.8	—	77.0	71.7	4,074- 5,535	1,000-1,700	15.0	17.0	L4	2.5/151	EFI	92		4.3/262, 4V, V-6

Note: All pickup trucks are standard cab versions unless otherwise specified.

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Import 1985 model light-duty truck specifications

Make and Model	Dimensions and Capacities										Standard Engine					
	Wheelbase (in.) Standard	Wheelbase (in.) Maximum	Overall Length (in.) Standard	Overall Length (in.) Maximum	Width (in.)	Height (in.)	Gross Vehicle Weight Range (lbs.)	Payload (lbs.) Range	Wheel diameter (in.)	Fuel Tank (U.S. gals.)	Type	Displacement (liters/cu. in.)	Carburetion	Horsepower	4 WD Availability	Optional Engines
NISSAN-Pickup	101.4	110.8	172.8	187.0	63.4	62.0	4,420-4,660	1,460-	14	13.2	4	2.4/146	2V	103	X	None
King Cab Pickup	110.8	—	187.0	—	63.4	61.2	4,420-4,660	1,460-	14	13.2	4	2.4/146	2V	103	X	None
DODGE-Ram 50	109.4	—	184.6	—	65.0	60.6	4,045-4,520	1,520-1,680	14	18.0	4	2.0/122	2V	90	X	2.6/156,2.3/143(turbo-diesel)
ISUZU-P'up	104.3	117.9	174.4	191.5	63.0	59.3	3,550-4,550	1.035-1,690	14	13.2	4	2.2/137	2V	96	X	2.2/136 (turbo-diesel)
Trooper	104.3	—	174.2	—	65.0	70.1	4,300-	1,222-	15	21.9	4	2.2/137	2V	96	X	2.2/136 (turbo-diesel)
'86 MAZDA-B2000	108.7	117.5	177.6	193.7	65.7	61.9	4,175-	1,400-	14	14.8	4	2.0/122	2V	80		None
MITSUBISHI-Pickup	109.4	—	184.4	—	65.5	57.5	4,045-4,491	1,341-1,612	14	18.0	4	2.0/122	2V	88	X	2.6/156,2.3/143 (turbo-diesel)
Montero	92.5	—	157.3	—	66.1	70.9	4,293-4,338	1,033-	15	15.9	4	2.6/156	2V	106	X	None
TOYOTA—Pickup	103.0	112.2	174.6	186.2	63.8	60.8	4,400-5,500	1,400-2,500	14	17.2	4	2.4/144	2V	103	X	2.4/144 F.I., 2.4/149 (diesel and turbo-diesel)
4 Runner	103.0	—	174.6	—	66.5	66.1	4,800-	700-	15	14.8	4	2.4/144	F.I.	116	X	None
Vans (LE,Deluxe,Cargo)	88.0	—	175.4	—	65.7	70.1	4,480-4,520	1,500-1,680	14	15.9	4	2.0/122	F.I.	90		None
VOLKSWAGEN—Vanagon	95.9	—	179.9	—	72.6	77.2	5,200-	1,578-1,904	14	15.9	4	1.9/117	F.I.	82		None

PRICES

Retail prices, 1985 U. S. models

This table shows 1985 domestic prices in effect March 31, 1985, and rounded off to the nearest dollar. All prices are Manufacturer's Suggested Retail Prices. They do not include destination charges, state and local taxes, optional equipment or any other charges that may be passed on to the local buyer. In the equipment section, "Std." means standard equipment; "N.A." means the item is not available on the model mentioned. On some models, the standard-equipment radio is a delete option.

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	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Automatic Trans.	Power Steering	Power Brakes	Radio	Air Cond.
AMERICAN MOTORS—Eagle 6	$10,457				$11,127	$366	std.	std.	$ 94	$781
Eagle Limited 6					11,893	366	std.	std.	94	781
BUICK—Skyhawk Custom 4	7,734	$7,512			8,077	425	$215	std.	std.	645
Skyhawk Limited 4	8,244	8,040			8,547	425	215	std.	std.	645
Skyhawk T Type 4		8,606				350	215	std.	std.	645
Skylark Custom 4	7,861					450	std.	std.	std.	750
Skylark Limited 4	8,449					450	std.	std.	std.	750
Somerset Regal V-6		9,034				425	std.	std.	std.	645
Somerset Regal Limited V-6		9,655				425	std.	std.	std.	645
Century Custom 4	9,735	9,565			10,140	std.	std.	std.	std.	750
Century Limited 4	10,215	10,040				std.	std.	std.	std.	750
Century Estate Wagon 4					10,585	std.	std.	std.	std.	750
Century T Type 4	11,645	11,475				std.	std.	std.	std.	750
Regal V-6		10,129				std.	std.	std.	std.	750
Regal Limited V-6		10,795				std.	std.	std.	std.	750
Regal T Type V-6		12,829				std.	std.	std.	std.	std.
LeSabre Custom V-6	10,815	10,662				std.	std.	std.	std.	750
LeSabre Ltd. Collectors Edit. V-6	12,154	11,986				std.	std.	std.	std.	750
LeSabre Estate Wagon V-8					12,958	std.	std.	std.	std.	std.
Electra V-6	14,883	14,697				std.	std.	std.	std.	std.
Electra Park Avenue V-6	16,566	16,398				std.	std.	std.	std.	std.
Electra T Type V-6	15,879	15,694				std.	std.	std.	std.	std.
Electra Estate Wagon V-8					15,629	std.	std.	std.	std.	std.
Riviera V-8		17,044		$27,335		std.	std.	std.	std.	std.
Riviera T Type V-6		17,995				std.	std.	std.	std.	std.
CADILLAC—Cimarron 4	12,962					350	std.	std.	std.	std.
DeVille V-8	18,947	18,355				std.	std.	std.	std.	std.
Fleetwood V-8 (fwd)	21,466	21,495				std.	std.	std.	std.	std.
Fleetwood Brougham (fwd)	21,835	21,219				std.	std.	std.	std.	std.
Eldorado V-8		21,355		$32,105		std.	std.	std.	std.	std.
Seville V-8	23,729					std.	std.	std.	std.	std.
Limousine V8	32,640					std.	std.	std.	std.	std.
CHEVROLET—Chevette CS 4	5,790		$5,470			425	215	$100	std.	645
Cavalier 4	6,606				6,767	425	215	std.	112	645
Cavalier Convertible 4				11,927		425	std.	std.	std.	645
Cavalier Type 10 4		6,872	7,057			425	215	std.	std.	645
Cavalier CS 4	7,038				7,207	425	215	std.	std.	645
Citation II 4	7,232		7,079			450	100	215	std.	750
Camaro 4		8,530				425	std.	std.	std.	750
Camaro Berlinetta V-6		11,281				425	std.	std.	std.	750
Camaro Z-28 V-8		11,281				425	std.	std.	std.	750
Celebrity 4	8,454	8,264			8,649	450	std.	std.	std.	750
Celebrity 3-Seat Wagon 4					8,873	450	std.	std.	std.	750
Monte Carlo V-6		9,731				std.	std.	std.	std.	750
Monte Carlo SS V-6		11,608				std.	std.	std.	std.	750
Impala V-6	9,709					std.	std.	std.	std.	750
Caprice Classic V-6	10,239	10,086				std.	std.	std.	std.	750
Caprice 3-Seat Wagon V-8					10,928	std.	std.	std.	std.	750
Corvette V-8			24,891			std.	std.	std.	std.	std.
CHRYSLER—LeBaron 4	9,419	9,574		12,052		std.	std.	std.	std.	757

Continued on Page 54

COMPARING PRICES: 1985 vs. 1984

SUBCOMPACTS	March 31, 1985	March 31, 1984
Chevette CS 2-dr.	$5,470	$5,482
Pontiac 1000 2-dr.	5,575	5,614
Escort 2-dr.	5,620	5,620
Lynx 2-dr.	5,750	5,750
Chevette CS 4-dr.	5,790	5,629
Pontiac 1000 4-dr.	5,795	5,817
Escort 4-dr.	5,827	5,827
Escort L 2-dr.	5,876	5,876
Encore 2-dr.	5,895	5,755
Alliance 2-dr.	5,995	5,959
Horizon 4-dr.	5,999	5,822
Omni 4-dr.	5,999	5,822
Escort L 4-dr.	6,091	6,091
Lynx L 2-dr.	6,170	6,011
Escort L Wagon	6,305	6,305
Horizon SE 4-dr.	6,342	6,140
Omni SE 4-dr.	6,342	6,140
Encore S 2-dr.	6,360	6,365
Lynx L 4-dr.	6,384	6,225
Alliance L 2-dr.	6,400	6,465
Lynx L Wagon	6,508	6,440
Turismo 2-dr.	6,584	6,486
Charger 2-dr.	6,584	6,486
Encore S 4-dr.	6,610	6,615
Alliance L 4-dr.	6,650	6,715
EXP 2-dr.	6,697	6,645
Golf 2-dr.	6,790	—
Golf 4-dr.	7,000	—
Turismo 2.2 2-dr.	7,515	7,280
Charger 2.2 2-dr.	7,515	7,280
Accord 2-dr.	7,895	7,691
Fiero 2-dr.	8,495	7,990
Daytona 2-dr.	8,505	8,298
Accord 4-dr.	8,845	8,541
Laser 2-dr.	8,854	8,638
VW GTI 2-dr.	8,990	—
Shelby Charger 2-dr.	8,995	8,533
Fiero Sport Coupe	8,995	8,490
COMPACTS (2-Door Models, unless otherwise noted)		
Cavalier 4	$6,872	$6,469
Reliant 4	6,924	6,829
Aries 4	6,924	6,829
Mustang LX 4	6,989	7,281
Sunbird 4	6,995	6,667
Tempo 4	7,052	6,928
Skyhawk 4	7,512	7,133
Firenza 4	7,588	7,206
Topaz 4	7,767	7,469
Capri GS 4	8,131	7,749
Camaro 4	8,530	7,985
Firebird	8,849	8,339
LeBaron 4	9,574	8,775
Eagle G (4-dr.)	10,457	9,495
Cimarron 4 (4-dr.)	12,962	12,605
COMPACT WAGONS (4-Door Models)		
Cavalier 4	$6,767	$6,367
Sunbird 4	7,485	7,107
Reliant 4	7,939	7,728
Aries 4	7,939	7,728
Firenza 4	7,898	7,513
Skyhawk	8,077	7,677
LeBar. Town & Coun. 4	10,495	10,119
Eagle G	11,217	10,225

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AVERAGE NEW-CAR SELLING PRICE

Year	Sales Price Ave. Retail
1970	3,430
1971	3,730
1972	3,690
1973	3,930
1974	4,390
1975	4,750
1976	5,470
1977	6,120
1978	6,470
1979	6,950
1980	7,340
1981	8,850
1982	9,910
1983	10,725
1984	11,100

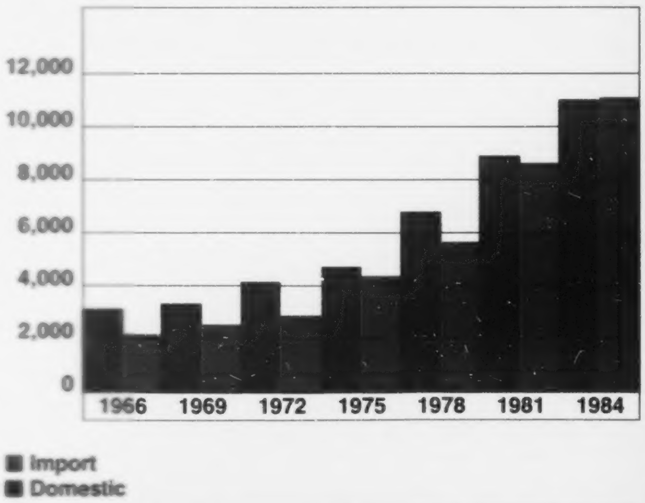
SOURCE: NADA

AVERAGE TRANSACTION PRICE PER NEW CAR

	Expenditure Per Car		
Year	Domestic	Import	Average
1970	3,708	2,648	3,542
1971	3,919	2,769	3,742
1972	4,034	2,994	3,879
1973	4,180	3,343	4,051
1974	4,523	4,022	4,439
1975	5,083	4,376	4,948
1976	5,504	4,912	5,414
1977	5,985	5,057	5,811
1978	6,481	5,937	6,382
1979	6,906	6,705	6,861
1980	7,630	7,492	7,591
1981	8,940	8,894	8,929
1982	9,880	9,785	9,853
1983	10,484	10,644	10,530
1984	11,059	11,954	11,274

Source: U.S. Dept. of Commerce, Bureau Economic Analysis

New Car — Average Transaction Prices



PRICES

Retail prices, 1985 U. S. models

Continued from Page 53

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Automatic Trans.	Power Steering	Power Brakes	Radio	Air Cond.
LeBaron Town & Country 4					10,495	std.	std.	std.	std.	757
LeBaron Mark Cross Convt. 4				16,194		std.	std.	std.	std.	std.
LeBaron Mk. Cr. T&C Convt. 4 ...				17,194		std.	std.	std.	std.	std.
LeBaron GTS 4	9,244					464	std.	std.	std.	757
LeBaron GTS Premium 4	10,158					464	std.	std.	std.	757
Laser 4			8,854			439	std.	std.	std.	737
Laser XE 4			10,776			439	std.	std.	std.	737
New Yorker 4	12,921					std.	std.	std.	std.	757
Fifth Avenue V-8	14,428					std.	std.	std.	std.	std.
Executive Limousine 4	26,318					std.	std.	std.	std.	std.
DODGE—Omni 4	5,999					439	219	std.	113	643
Omni SE 4	6,342					439	219	std.	std.	643
Omni GLH 4	7,620					439	219	std.	std.	643
Charger 4			6,584			439	219	std.	113	643
Charger 2.2 4			7,515			439	219	std.	std.	643
Shelby Charger Turbo 4			8,995			N.A.	std.	std.	std.	643
Aries 4	7,039	6,924				439	219	std.	113	737
Aries SE 4	7,439	7,321			7,939	439	219	std.	std.	737
Aries LE 4	7,792	7,659				439	219	std.	std.	737
Aries LE Wagon 4					8,378	439	std.	std.	std.	737
Lancer 4	8,927					464	std.	std.	std.	757
Lancer ES 4	9,872					464	std.	std.	std.	757
Daytona 4			8,505			439	std.	std.	std.	737
Daytona Turbo			10,286			439	std.	std.	std.	737
Daytona Turbo Z 4			11,620			439	std.	std.	std.	737
Dodge 600 4		9,174				std.	std.	std.	std.	757
600 Convertible 4				11,052		std.	219	std.	std.	757
600-SE 4	9,081					std.	std.	std.	std.	757
600-ES Turbo 4				14,195		std.	std.	std.	std.	757
Diplomat Salon V-8	9,658					std.	std.	std.	std.	812
Diplomat SE V-8	10,701					std.	std.	std.	std.	812
FORD—Escort 4	5,827		5,620			N.A.	N.A.	95	39	N.A.
Escort L4	6,091		5,876			439	215	95	39	643
Escort L Wagon 4					6,305	439	215	std.	39	643
Escort GL 4	6,588		6,374			439	215	95	std.	643
Escort GL Wagon 4					6,765	439	215	std.	std.	643
Escort LX 4	7,840				7,931	363	215	std.	std.	643
Escort GT 4			7,585			363	215	std.	std.	643
Escort GT Turbo 4			8,680			363	std.	std.	std.	643
EXP 4			6,697			363	215	std.	std.	643
EXP Luxury Coupe 4			7,585			363	215	std.	std.	643
EXP Turbo Coupe 4			9,997			363	std.	std.	std.	643
Mustang LX 4		6,989	7,509			470	std.	std.	std.	762
Mustang LX Convertible V-6				12,237		std.	std.	std.	std.	762
Mustang GT V-8			10,244	13,930		470	std.	std.	std.	762
Mustang SVO Turbo 4			14,806			N.A.	std.	std.	std.	std.
Tempo L4	7,052	7,052				N.A.	223	std.	std.	N.A.
Tempo LX4	7,160	7,160				363	223	std.	std.	743
Tempo GLX 4	8,302	8,253				363	std.	std.	std.	743
LTD 4	9,066					std.	std.	std.	std.	762
LTD Wagon V-6					9,655	std.	std.	std.	std.	762
LTD Brougham 4	9,454					std.	std.	std.	std.	762
LTD LX V-8	11,695					std.	std.	std.	std.	762
Thunderbird V-6		10,443				std.	std.	std.	std.	762
Thunderbird Turbo Coupe 4		13,578				315	std.	std.	std.	762
Thunderbird Elan V-6		12,124				std.	std.	std.	std.	762
Thunderbird FILA V-6		15,194				std.	std.	std.	std.	762
LTD Crown Victoria V-8	11,912	11,912			11,850	std.	std.	std.	std.	762
LTD Country Squire V-8					12,100	std.	std.	std.	std.	762
HONDA—U.S.-Built Models										
Accord 4			7,895			*550	*	std.	90	630
Accord Sedan 4	8,845					350	std.	std.	90	630
Accord LX4			9,095			350	std.	std.	std.	630
Accord LX Sedan 4	10,295					350	std.	std.	std.	std.
Accord SE-i4	12,945					350	std.	std.	std.	std.

*—Automatic transmission price includes power steering on base Accord hatchback.

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Retail prices, import cars

Prices in effect March 1, 1985

The following prices are Manufacturer's Suggested Retail Prices. They include ocean freight and import duty. They do not include inland shipping charges, state or local taxes, optional equipment or special equipment required by state laws. Where East Coast and West Coast prices differ, East Coast prices are used, unless otherwise indicated. Prices are for 1985 models.

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ALFA ROMEO—Graduate convertible (5-speed), $13,500; Spider Veloce convertible (5-speed), $16,500; GTV-6 coupe, (5-speed), $16,500. (**Power disk brakes** standard on Veloce and GTV-6. **Air conditioning** standard on GTV-6.) (Prices do not include dealer prep fee of $150 on Graduate and Veloce, $160, on GTV-6.)

ASTON-MARTIN—V-8 coupe, $100,000; V-8 Vantage coupe, $110,000; V-8 Volante convertible, $125,000; V-8 Lagonda 4-door sedan, $150,000. (**Automatic transmission** standard on Lagonda; **automatic or 5-speed manual** are no-charge choices on other models. **Power steering, power disk brakes, radio, air conditioning** standard on all models.) (Prices include dealer prep fee.)

AUDI—4000-S—4-door sedan (5-speed), $13,950; Quattro—4-door sedan (5-speed), $17,450. **Coupe GT**—Coupe (5-speed), $15,250. **5000—S**—4-door sedan (5-speed, $17,710; 4-door wagon (5-speed), $18,920; Turbo 4-door sedan (automatic), $23,875. **Quattro Turbo**—Coupe (5-speed), $35,000. (**Power disk brakes, power steering, air conditioning** standard on all models. **Radio** standard on 4000-S Quattro, 5000-S Turbo and Quattro Turbo. **Automatic transmission** is $450 on 4000-S sedan, Coupe GT, 5000-S sedan and 5000-S wagon.) (Prices do not include dealer prep fee.)

BENTLEY—Mulsanne 4-door sedan, $97,950; Mulsanne L 4-door sedan, $108,390; Continental convertible, $155,470. (**Automatic transmission, power steering, power disk brakes, radio, air conditioning** standard on all models.) (Prices do not include dealer prep fee.)

BERTONE—Targa coupe (5-speed), $9,995. (**Power disk brakes** are standard.) (Price does not include dealer prep fee of $179.)

BMW—318i—4-door sedan, $16,925; 2-door sedan, $16,430. **325e**—4-door sedan, $21,105; 2-door sedan, $20,970. **528e**—4-door sedan, $24,565. **535i**—4-door sedan, $30,760. **735i**—4-door sedan, $36,880. **635-CSI**—Coupe, $41,315. **5-speed transmission, power steering, power disk brakes, air conditioning** standard on all models. **Radio** standard on all models except 318i. **Automatic transmission** is $595 on 318i and 328e; $795 on other models.) (Prices do not include dealer prep fee of $90 on 318i, $155 on 635-CSi and $100 on other models.)

CHEVROLET SPECTRUM—4-door sedan (5-speed), $6,575; 2-door hatchback (5-speed), $6,295. (**Power disk brakes** standard on both models. **Automatic transmission** is $395.) (Prices include dealer prep fee.)

CHEVROLET SPRINT—2-door hatchback (5-speed), $5,151. (**Power disk brakes** are standard.) (Price includes dealer prep fee.)

DODGE COLT—Colt E—5-door hatchback (5-speed), $6,029; 3-door hatchback (4-speed), $5,372. **Colt DL**—4-door sedan (5-speed), $6,492; 3-door hatchback (5-speed), $6,177. **Colt Premier**—4-door sedan (5-speed), $7,409. (**Power disk brakes** standard on all models. **Automatic transmission** is $384, not available on Colt E 3-door.) (Prices inlcude dealer prep fee.)

DODGE COLT VISTA—5-door wagon (5-speed, 2-wheel drive), $8,721; 5-door wagon (5-speed, 4-wheel drive), $9,809. (**Power disk brakes** standard on both models. **Power steering** standard on 4WD model. **Automatic transmission** is $384 with 2WD, not available with 4WD.) (Price includes dealer prep fee.)

DODGE CONQUEST—2-door liftback, $12,564. (**Power steering, power disk brakes, radio** are standard. **Automatic transmission** is $542.) (Price includes dealer prep fee.)

DODGE RAM 50—Pickup Trucks (2-wheel drive)—Custom (4-speed), $5,746; Royal (5-speed), $6,456. **Pickup Trucks (4-wheel drive)**—Power Custom (5-speed), $8,177; Power Royal (5-speed), $8,743. (**Power disk brakes** standard on all models. **Power steering** standard on Power Custom and Power Royal. **Radio** standard on all models except Power Custom. **Automatic transmission** is $374 on Royal and Power Royal, $433 on Power Custom, $476 on Custom.) (Prices include dealer prep fee.)

FERRARI—308 Quattrovalvole—Berlinetta coupe, $54,300; Spider convertible, $59,500. **Mondial**—Coupe, $59,500; Cabriolet, $65,000. (**5-speed transmission, power disk brakes, air conditioning** standard on all models.) (Prices include Gas Guzzler Tax of $1,800.) (Prices do not include dealer prep fee of $350.)

HONDA—Civic CRX—HF 1.5 coupe (5-speed), $6,479; 1.5 coupe (5-speed), $6,855; 1.5 coupe (automatic), $7,155; SI 1.5 coupe (5-speed), $7,999. **Civic**—1.3 3-door hatchback (5-speed), $5,399; 1.5 DX 3-door hatchback (5-speed), $6,529; 1.5 DX 3-door hatchback (automatic), $6,829; S 1.5 3-door hatchback (5-speed), $7,129; 1.5 4-door sedan (5-speed), $7,295; 1.5 4-door sedan (automatic), $7,795; 1.5 4-door wagon (5-speed), $7,195; 1.5 4-door wagon (automatic), $7,495; 1.5 4WD wagon (6-speed), $8,649. **Accord**—1.8 3-door hatchback (5-speed), $7,895; 1.8 3-door hatchback (automatic), $8,445; 1.8 4-door sedan (5-speed), $8,845; 1.8 4-door sedan (automatic), $9,195. **Accord LX**—1.8 3-door hatchback (5-speed), $9,095; 1.8 3-door hatchback (automatic), $9,445; 1.8 4-door sedan (5-speed), $10,295; 1.8 4-door sedan (automatic), $10,645. **Accord SE-i**—1.8 4-door sedan (5-speed), $12,945; 1.8 4-door sedan (automatic), $13,235. **Prelude**—1.8 coupe (5-speed), $10,345; 1.8 coupe (automatic), $10,695. (**Power disk brakes** standard on all models. **Power steering** standard on Prelude and Accord models except base Accord hatchback with 5-speed. **Radio** standard on Accord LX, Accord SEi and Prelude. **Air conditioning** standard on Accord LX 4-door and Accord SEi.) (Prices include dealer prep fee.)

ISUZU—I-Mark—4-door sedan (5-speed), $6,785; 4-door sedan (automatic), $7,149. **Impulse**—Coupe (5-speed), $11,048; coupe (automatic), $11,463. **Trooper II**—Sports-utility vehicle (4-speed), $8,683. (**Power disk brakes** standard on all models. **Power steering, radio, air conditioning** standard on Impulse.) (Prices include dealer prep fee.)

ISUZU P'UP PICKUP TRUCKS—2-wheel drive, gasoline engine—Standard bed (4-speed), $5,775; Deluxe standard bed (5-speed), $6,519; Deluxe standard bed (automatic), $6,851; LS standard bed (5-speed), $7,295; Standard long bed (4-speed), $5,930; Deluxe long bed (5-speed), $6,674; Deluxe long bed (automatic), $7,006; LS long bed (5-speed), $7,450. **4-wheel drive, gasoline engine**—Deluxe Standard bed (4-speed), $8,189; LS Standard bed (4-speed), $8,965; Deluxe long bed (4-speed), $8,344; LS long bed (4-speed), $9,120. **2-wheel drive, diesel engine**—MPG+ (4-speed, N/A California), $6,540; MPG+ (5-speed, California only), $6,540; Deluxe standard short bed (5-speed), $7,284; Deluxe standard bed (automatic), $7,616; Standard long bed (5-

Continued on Page 56

COMPARING PRICES: 1985 vs. 1984

Continued from Page 53

INTERMEDIATES
(2-Door Models, unless otherwise noted)

Citation 4	$7,079	$6,436
Skylark 4 (4-dr.)	7,861	7,545
Grand Am 4	8,149	———
Celebrity 4	8,264	7,702
Calais 4	8,669	———
Lancer 4 (4-dr.)	8,927	———
Caravelle 4 (4-dr.)	9,007	———
Somerset Regal 4	9,034	———
LTD 4 (4-dr.)	9,066	8,596
Pontiac 6000 4	9,089	8,690
Dodge 600 4	9,174	8,368
Marquis 4 (4-dr.)	9,188	8,718
LeBaron GTS 4 (4-dr.) ..	9,244	———
Cutlass Ciera 4	9,493	9,005
Century 4	9,565	9,110
Monte Carlo V-6	9,731	8,926
Bonneville V-6 (4-dr.) ..	9,749	9,121
Grand Prix V-6	9,759	9,135
Cutlass Supreme V-6 ...	9,993	9,366
Regal V-6	10,129	9,487
Thunderbird V-6	10,443	9,623
Cougar V-6	10,844	9,968
New Yorker 4 (4-dr.) ...	12,921	12,442

INTERMEDIATE WAGONS
(4-door Models)

Celebrity 4	$8,649	$8,205
Pontiac 6000 4	9,599	9,212
LTD V-6	9,655	9,093
Marquis V-6	9,777	9,215
Cutlass Ciera 4	10,055	9,542
Century 4	10,140	9,660

STANDARD-SIZE
(4-Door Models)

Plym. Gran Fury V-8	$9,658	$9,169
Dodge Diplomat V-8	9,653	9,169
Chevrolet Impala V-6 ...	9,709	8,884
Chevrolet Caprice V-6...	10,239	9,388
Pont. Parisienne V-6....	10,599	9,870
Olds Delta Royale V-6 ..	10,798	10,040
Buick LeSabre V-6	10,815	10,129
Ford Crown Vic. V-8	11,912	10,943
Mercury Grd. Marq. V-8	12,661	11,629

STANDARD-SIZE WAGONS
(4-Door, V-8)

Chevrolet Caprice	$10,928	$10,198
Pontiac Parisienne	11,175	10,382
Ford Crown Victoria	11,850	10,849
Olds Custom Cruiser	11,860	10,827
Ford Country Squire	12,100	11,099
Mercury Colony Park ...	12,873	11,804
Buick LeSabre Estate ...	12,958	———
Buick Electra Estate	15,629	14,483

LUXURY CARS

Chrysler Fifth Ave. 4-dr.	$14,428	$13,978
Buick Electra 4-dr.	14,883	13,850
Olds Ninety-Eight 4-dr. .	15,224	14,209
Buick Riviera 2-dr.	17,044	15,967
Olds Toronado 2-dr.	17,134	16,096
Cadillac Deville 4-dr.	18,947	17,957
Lincoln Town Car	19,458	18,059
Cad. Eldorado 2-dr.	21,355	20,330
Cad. Fleet. 4-dr. (FWD)	21,466	20,402
Fleet. Bro. 4-dr. (RWD)	21,835	20,439
Lincoln Mark VII 2-dr. ..	22,399	21,695
Lincoln Cont. 4-dr.	23,086	21,757
Cadillac Seville 4-dr.	23,729	22,456
Chev. Corvette 2-dr.	24,891	23,346
Chrys. Executive Limo. .	26,318	21,967
Cadillac Limousine	32,640	30,439

CONVERTIBLES

Alliance L 4	$10,295	———
Dodge 600 4	11,052	$10,587
Alliance DL 4	11,295	———
Cavalier 4	11,927	11,291
LeBaron 4	12,052	11,587
Mustang LX V-6	12,237	11,840
Sunbird 4	12,295	11,741
Mustang GT V-8	13,930	13,247
Dodge 600-ES Turbo 4 .	14,195	12,895
LeBaron Mark Cross 4 ..	16,194	15,487
LeBar. Town & Coun. 4	17,194	16,487
Riviera V-8	27,335	25,832
Eldorado V-8	32,105	31,274

Comparison of selected 1985 and 1984 domestic models by market class. Prices are Manufacturer's Suggested Retail Prices in effect on March 31 of each year.

No adjustment has been made for year-to-year equipment changes of dealer discount changes or standard-equipment variations among competing models. If there is no entry in the 1984 column, it means that the 1985 model is new or had no direct counterpart in 1984.

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PRICES

Retail prices, 1985 U. S. models

Continued from Page 54

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Automatic Trans.	Power Steering	Power Brakes	Radio	Air Cond.
LINCOLN—Town Car V-8	19,458					std.	std.	std.	std.	std.
Town Car Signature V-8	22,573					std.	std.	std.	std.	std.
Town Car Cartier V-8	24,091					std.	std.	std.	std.	std.
Mark VII V-8		22,399				std.	std.	std.	std.	std.
Mark VII Bill Blass V-8		26,659				std.	std.	std.	std.	std.
Mark VII Versace V-8		26,578				std.	std.	std.	std.	std.
Mark VII LSC V-8		24,332				std.	std.	std.	std.	std.
Continental V-8	23,086					std.	std.	std.	std.	std.
Continental Givenchy V-8	26,321					std.	std.	std.	std.	std.
Continental Valentino V-8	26,616					std.	std.	std.	std.	std.
MERCURY—Lynx 4			5,750			N.A.	N.A.	95	39	N.A.
Lynx L4	6,384		6,170		6,508	439	215	std.	std.	643
Lynx GS 4	6,921		6,707		6,973	363	215	std.	std.	643
Capri GS 4			8,131			470	std.	std.	std.	762
Capri RS V-8			10,484			470	std.	std.	std.	762
Topaz GS 4	7,767	7,767				363	std.	std.	std.	743
Topaz LS 4	8,980	8,931				363	std.	std.	std.	743
Marquis 4	9,188					std.	std.	std.	std.	762
Marquis Brougham 4	9,576					std.	std.	std.	std.	762
Marquis Wagon 4					9,777	std.	std.	std.	std.	762
Marquis Brougham Wagon V-6					10,137	std.	std.	std.	std.	762
Cougar V-6		10,844				std.	std.	std.	std.	762
Cougar LS V-6		12,180				std.	std.	std.	std.	762
Cougar XR-7 Turbo V-8		13,812				315	std.	std.	std.	762
Grand Marquis V-8	12,661	12,596				std.	std.	std.	std.	762
Grand Marquis LS V-8	13,215	13,150				std.	std.	std.	std.	762
Colony Park V-8					12,873	std.	std.	std.	std.	762
OLDSMOBILE—Firenza S 4			7,588			425	215	std.	std.	645
Firenza 4	7,679				7,898	425	215	std.	std.	645
Firenza SX 4			8,395			425	std.	std.	std.	645
Firenza LX 4	8,255				8,492	425	std.	std.	std.	645
Calais 4		8,669				425	std.	std.	std.	645
Calais Supreme 4		9,021				425	std.	std.	std.	645
Cutlass Ciera LS 4	9,687	9,493				std.	std.	std.	std.	750
Cutlass Ciera Brougham 4	10,198	9,983				std.	std.	std.	std.	750
Cutlass Ciera Cruiser 4					10,055	std.	std.	std.	std.	750
Cutlass Supreme V-6	10,160	9,993				std.	std.	std.	std.	750

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Retail prices, import cars

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speed), $6,695; Deluxe long bed (5-speed), $7,439; Deluxe long bed (automatic), $7,771; LS long bed (5-speed), $8 215. **4-wheel drive, diesel engine**—Deluxe Standard bed (4-speed), $8,954; LS Standard bed (4-speed), $9,730; Deluxe long bed (4-speed), $9,109; LS long bed (4-speed), $9,885. (**Power disk brakes** standard on all models. **Radio** standard on Deluxe models with 2-wheel drive and on all LS models.) (Prices include dealer prep fee.)

JAGUAR—XJ-6—4-door sedan, $32,250. **Vanden Plas**—4-door sedan, $35,550. **XJ-S**—Coupe (V-12), $36,000. (**Automatic transmission, power steering, power disk brakes, radio, air conditioning** standard on all models.) (Prices do not include dealer prep fee of approximately $250.)

LAMBORGHINI-Countach LP500—Coupe (5-speed), $99,500; **Jalpa P350**—Targa coupe (5-speed), $53,125. (**Power disk brakes, radio, air conditioning** standard on both models.) (Prices do not include dealer prep fee of $2,000.)

LOTUS—Turbo Esprit coupe, $48,749. (**5-speed transmission, power disk brakes, air conditioning** are standard.) (Price includes Gas Guzzler Tax of $1,000.) (Price does not include dealer prep fee of $350.)

MASERATI—Biturbo—Coupe (5-speed), $26,874; E Type coupe (5-speed), $27,802. **Quattroporte**—4-door sedan (automatic), $66,710. (**Power disk brakes, radio, air conditioning** standard on all models. **Power steering** standard on Quattroporte.) (Prices include Gas Guzzler Tax of $1,000 on Biturbo and $2,600 on Quattroporte.) (Prices include dealer prep fee.)

MAZDA—GLC Series—3-door hatchback (4-speed), $5,195; Deluxe 3-door hatchback (5-speed), $6,095; Deluxe 3-door hatchback (automatic), $6,395; Luxury 3-door hatchback (5-speed), $6,795; Luxury 3-door hatchback (automatic), $7,095; Deluxe 4-door sedan (5-speed), $6,695; Deluxe 4-door sedan (automatic), $6,995; Luxury 4-door sedan (5-speed), $7,395; Luxury 4-door sedan (automatic), $7,695. **626 Series**—Deluxe 2-door sedan (5-speed), $8,845; Deluxe 2-door sedan (automatic), $9,225; Deluxe 4-door sedan (5-speed), $8,495; Deluxe 4-door sedan (automatic), $8,875; Luxury 2-door sedan (5-speed), $10,595; Luxury 2-door sedan (automatic), $10,975; Luxury 4-door sedan (5-speed), $10,245; Luxury 4-door sedan (automatic), $10,625; Luxury Touring 4-door sedan (5-speed), $11,245; Luxury Touring 4-door sedan (automatic), $11,625; Luxury 4-door sedan (5-speed, diesel engine), $10,795. **RX-7**—S coupe (5-speed), $10,945; GS coupe (5-speed), $11,845; GS coupe (automatic), $12,345; GSL coupe (5-speed), $13,645; GSL coupe (automatic), $14,145; GSL-SE coupe (5-speed), $15,645. (**Power disk brakes** standard on all models. **Power steering** standard on 626 Luxury Touring models. **Radio** standard on all models except base GLC hatchback. **Air conditioning** standard on RX-7 GSL-SE.) (Prices include dealer prep fee.) (Prices are those of Mazda East.)

MAZDA PICKUP TRUCKS—B-2000—Standard short bed (5-speed), $5,995; Standard long bed (5-speed), $6,195; SE short bed (5-speed), $6,395; SE long bed (5-speed), $6,595; Lux short bed (5-speed), $6,995; Lux long bed, $7,195. (**Power disk brakes** standard on all models. **Radio** standard on SE Lux models.) (Prices include dealer prep fee.) (Prices are those of Mazda East.)

MERCEDES-BENZ—190 Series—190-E 4-door sedan (5-speed), $22,850; 190-E 4-door sedan (automatic), $23,430; 190-D 4-door sedan (diesel, 5-speed), $22,930; 190-D 4-door sedan (diesel, automatic), $23,510. **300 Series (Turbodiesel)**—300-D 4-door sedan (automatic), $31,940; 300-SD 4-door sedan (automatic), $39,500. 300-CD coupe (automatic), $35,220; 300-TD 4-door wagon (automatic), $35,310. **380 Series**—380-SE 4-door wagon (automatic), $42,730; 380-SL coupe/roadster (automatic), $43,820. **500 Series**—500-SEL 4-door sedan (automatic), $51,200; 500-SEC coupe (automatic) $56,800. (**Power steering, power disk brakes, radio, air conditioning** standard on all models.) (Prices do not include Gas Guzzler Tax of $600 on 380-SE and 380-SEL and $1,000 on 500-SEL and 500-SEC.) (Prices include dealer preparation fee.)

MERCURY MERKUR—XR4Ti 3-door hatchback (5-speed), $16,361. (**Power stering, power disk brakes, radio, air conditioning** are standard. Automatic transmission is $427.) (Price includes dealer prep fee.)

MITSUBISHI—Mirage—2-door sedan (4-speed), $5,389; L 2-door sedan (5-speed), $6,249; L 2-door sedan (automatic), $6,619; LS 2-door sedan (5-speed), $6,729; Turbo 2-door sedan (5-speed), $7,749; Turbo 2-door sedan (automatic), $8,119. **Tredia**—4-door sedan (5-speed), $7,079; L 4-door sedan (5-speed), $8,229; L 4-door sedan (automatic), $8,599; LS 4-door sedan (au-

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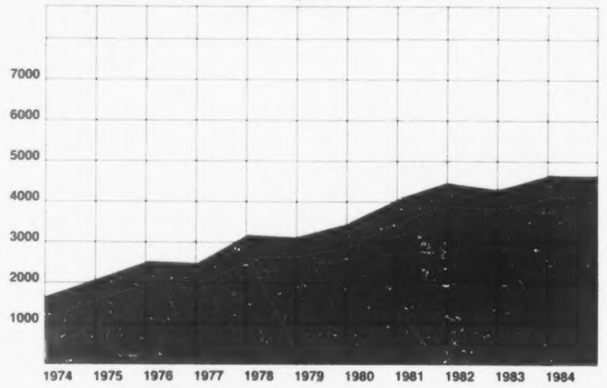
December Wholesale Averages 1974-1984



TRENDS IN PRICES OF USED CARS

Average prices of all cars at wholesale auctions

year	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1974	$1,552	$1,738	$1,843	$1,875	$1,951	$2,113	$2,027	$2,031	$2,003	$1,981	$2,057	$1,742
1975	2,075	1,979	1,916	2,187	2,070	2,271	2,232	2,127	2,171	2,054	2,041	2,040
1976	2,263	2,422	2,351	2,496	2,786	2,716	2,506	2,787	2,563	2,708	2,802	2,692
1977	2,563	2,838	2,998	2,913	2,796	2,687	2,489	2,617	2,642	2,755	2,889	2,669
1978	2,840	3,048	3,167	3,271	3,326	3,172	3,210	3,386	3,168	3,139	3,162	3,271
1979	3,373	3,462	3,303	3,227	3,023	3,120	2,913	3,231	3,133	3,266	3,293	3,262
1980	3,175	3,207	3,112	3,102	3,183	3,349	3,289	3,649	3,545	3,665	3,795	3,589
1981	3,981	4,076	4,076	4,116	4,326	4,286	4,398	4,548	4,321	4,364	4,315	4,117
1982	4,904	4,687	4,781	4,710	4,799	4,708	4,885	4,910	4,807	4,513	4,569	4,505
1983	4,646	4,733	5,010	5,069	5,173	5,138	5,172	5,159	5,190	5,241	5,059	4,308
1984	5,359	5,340	5,162	5,418	5,372	5,436	5,560	5,189	4,894	4,984	5,118	4,863
1985	4,992	4,782	4,928									

PRICE AVERAGES BY MONTH AND MODEL AT AUCTIONS, 1984 AND 1983

1984

Models	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1984	$10,118	$10,278	$12,302	$13,891	$11,393	$10,601	$11,772	$9,763	$9,747	$9,894	$9,945	$9,531
1983	8,110	8,567	8,066	8,850	9,040	8,284	7,793	7,732	7,364	7,471	6,999	6,760
1982	6,338	6,218	6,357	6,589	6,165	6,185	6,759	5,882	5,762	6,074	5,565	5,112
1981	5,279	5,154	5,393	5,344	5,193	5,091	5,681	5,147	5,020	4,474	4,623	4,454
1980	4,239	4,526	4,351	4,621	4,345	4,358	4,222	4,310	3,932	3,986	3,813	3,528
1979	3,902	3,469	3,698	4,008	3,671	3,963	4,100	3,529	3,237	3,204	3,110	2,932
1978	2,589	2,421	2,744	2,910	2,431	2,432	2,644	2,456	2,346	2,350	2,262	2,047
1977	1,999	1,907	2,365	2,159	1,893	1,830	2,114	1,916	2,213	1,647	1,738	....
Overall Average	$ 5,359	$ 5,340	$ 5,162	$ 5,418	$ 5,372	$ 5,436	$ 5,560	$ 5,189	$ 4,894	$ 4,984	$ 5,118	$ 4,863

1983

Models	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1983	$10,679	$12,350	$10,292	$ 8,595	$10,203	$10,112	$11,178	$10,166	$ 9,960	$10,112	$ 9,086	$ 9,683
1982	7,253	7,711	8,112	8,142	8,011	8,070	7,622	7,702	7,629	7,653	7,035	6,445
1981	5,844	5,989	6,046	6,140	6,258	6,142	6,164	6,158	6,179	6,114	5,739	5,414
1980	4,814	5,913	5,195	5,342	5,198	4,906	5,281	5,129	5,193	5,185	4,813	4,734
1979	4,235	4,398	4,589	4,498	4,630	4,644	4,529	4,577	4,613	4,386	4,095	3,955
1978	3,175	3,293	3,496	3,511	3,444	3,475	3,353	3,579	3,405	3,316	3,187	2,959
1977	2,573	2,378	2,637	2,828	2,705	2,779	2,645	2,781	2,523	2,365	2,475	1,895
1976	1,679	1,773	2,232	2,012	2,199	1,877	2,113	1,926	1,811	1,868	1,791	....
Overall Average	$ 4,646	$ 4,733	$ 5,010	$ 5,069	$ 5,173	$ 5,138	$ 5,172	$ 5,159	$ 5,190	$ 5,241	$ 5,059	$ 4,308

PRICES

Retail prices, import cars

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tomatic), $9,359; Turbo 4-door sedan (5-speed), $9,499. **Cordia**—L 2-door hatchback (5-speed), $8,579; L 2-door hatchback, (automatic), $8,959; LS 2-door hatchback, (automatic), $9,658; Turbo 2-door hatchback (5-speed), $10,119. **Galant**—4-door sedan (automatic), $12,229; 4-door sedan with ECS package (automatic), $13,139. **Starion**—LS Turbo coupe (5-speed), $12,629; LE Turbo coupe (5-speed), $14,869; LE Turbo coupe (automatic), $15,409; ESI Turbo coupe (5-speed), $15,279. **Montero Sport/Utility Vehicles**—Montero (5-speed), $9,639; Montero Sport (5-speed), $10,409; Montero Sport (automatic), $10,769. (**Power disk brakes** standard on all models. **Power steering** standard on all models except Mirage and base Tredia. **Radio** standard on all models except Mirage, base Tredia and base Montero. **Air conditioning** standard on Galant, Starion LE and Starion ESI.)

MITSUBISHI PICKUP TRUCKS—Two-Wheel Drive—Mighty Max (5-speed), $5,799; Mighty Max Sport (5-speed), $6,199; SP (automatic), $7,029; SP Turbodiesel (5-speed), $7,599; SPX (5-speed), $7,239; SPX Turbodiesel (5-speed), $8,109. **Four-Wheel Drive**—SPX (5-speed), $9,229; SPX Turbodiesel (5-speed), $10,109. (**Power disk brakes** standard on all models. **Power steering** standard on all SPX models. **Radio** standard on SPX 2-wheel-drive models.)

NISSAN—Sentra—Standard 2-door sedan (5-speed), $5,499; Deluxe 2-door sedan (5-speed), $6,649; Deluxe 2-door sedan (automatic), $7,279; MPG Diesel 2-door sedan (4-speed), $7,099; XE 2-door sedan (5-speed), $6,849; Deluxe 4-door sedan (automatic), $7,479; XE 4-door sedan (5-speed), $7,499; XE 4-door sedan (automatic), $7,879; Deluxe 4-door wagon (5-speed), $7,349; Deluxe 4-door wagon (automatic), $7,979; XE 4-door wagon (automatic), $8,379; XE 2-door hatchback (5-speed), $7,799; XE 2-door hatchback (automatic), $8,179; SE 2-door hatchback (5-speed), $8,699. **Pulsar NX**—Coupe (5-speed), $8,249; coupe (automatic), $8,629. **Stanza**—XE 4-door hatchback (5-speed), $8,949; XE 4-door hatchback (automatic), $9,449; GL 4-door notchback (5-speed), $9,549; GL 4-door notchback (automatic), $10,049. **200-SX**—Deluxe notchback coupe (5-speed), $8,999; Deluxe notchback coupe (automatic), $9,499; XE notchback coupe (5-speed), $10,249; XE notchback coupe (automatic), $10,749; Deluxe hatchback coupe (5-speed), $9,199; Deluxe hatchback coupe (automatic), $9,699; XE hatchback coupe (5-speed), $10,749; XE hatchback coupe (automatic), $11,249; Turbo hatchback coupe (5-speed), $12,349. **Maxima**—SE 4-door sedan (5-speed), $13,499; GL 4-door sedan (automatic), $13,499; GL 4-door wagon (automatic), $14,399. **300-ZX**—Coupe (5-speed), $17,199; coupe (automatic), $17,699; 2+2 coupe (5-speed), $13,399; 2+2 coupe (automatic), $18,899; Turbo coupe (5-speed), $19,699; Turbo coupe (automatic), $20,199. (**Power disk brakes** standard on all models. **Power steering** standard on all models except Sentra Standard, Sentra Deluxe and Sentra MPG Diesel. **Radio** standard on all models except Sentra Standard, Sentra Deluxe 5-speed and Sentra MPG Diesel. **Air conditioning** standard on Maxima and 300-ZX.) (Prices include dealer prep fee.)

NISSAN PICKUP TRUCKS—Pickup Trucks (2-Wheel Drive)—Standard regular bed (5-speed), $5,999; Standard regular bed (automatic), $6,379; Deluxe regular bed (5-speed), $7,295; ST regular bed (5-speed), $8,295; ST regular bed (automatic), $8,795; Standard long bed (5-speed), $6,299; Standard long bed (automatic), $6,679; ST long bed (5-speed), $8,445; ST long bed (automatic), $8,945; cab and chassis (5-speed, dual rear wheel), $7,595; King Cab Standard (5-speed), $7,395; King Cab Standard (automatic), $7,775; King Cab Deluxe (5-speed), $7,895; King Cab Deluxe (automatic), $8,275; King Cab ST (5-speed), $8,895; King Cab ST (automatic), $9,395. **Pickup Trucks (4-Wheel Drive)**—Standard regular bed (5-speed), $8,395; Deluxe regular bed (5-speed), $9,095; ST regular bed (5-speed), $9,995; Deluxe long bed (5-speed), $9,245; ST long bed (5-speed), $10,145; King Cab Deluxe (5-speed), $9,695; King Cab ST (5-speed), $10,595. (**Power disk brakes** standard on all models. **Power steering** standard on all Deluxe and ST models and on cab-and-chassis model. **Radio** standard on all ST models.) (Prices include dealer prep fee.)

PEUGEOT—505 Series (gasoline engine)—GL 4-door sedan (5-speed), $11,900; GL 4-door sedan (automatic), $12,280; S 4-door sedan (5-speed), $15,580; S 4—door sedan (automatic), $15,960; STI 4-door sedan (5-speed), $16,630; STI 4-door sedan (automatic), $17,010; GL 4-door wagon (5-speed), $12,440; GL 4-door wagon (automatic), $12,820; S 4-door wagon (5-speed), $16,695; S 4-door wagon (automatic), $17,075. **505 Series (turbodiesel)**—GL 4-door sedan (5-speed), $13,220; GL 4-door sedan (automatic), ±13,600; S-4-door sedan (5-speed), $16,900; S 4-door sedan (automatic), $17,280; STI 4-door sedan (5-speed), $17,950; STI 4-door sedan (automatic), $18,330; GL 4-door wagon (automatic), $13,860; S 4-door wagon (automatic), $17,965. **505 Turbo (gasoline engine)**—4-door sedan (5-speed), $18,150. (**Power steering, power disk brakes** standard on all models. **Radio, air conditioning** standard on all models except 505 GL sedan and wagon.) (Prices do not include dealer prep fee.)

PININFARINA—Spider convertible (5-speed), $16,995; Spider convertible (automatic), $17,490. (**Power disk brakes, radio, air conditioning** are standard.) (Prices do not include dealer prep fee of $179.)

PLYMOUTH COLT—Colt E—5-door hatchback (5-speed), $6,029; 3-door hatchback (4-speed), $5,372. **Colt DL**—4-door sedan (5-speed), $6,492; 3-door hatchback (5-speed), $6,177. **Colt Premier**—4-door sedan (5-speed), $7,409. (**Power disk brakes** standard on all models. **Automatic transmission** is $384, not available on Colt E 3-door.) (Prices include dealer prep fee.)

PLYMOUTH COLT VISTA—5-door wagon (5-speed, 2-wheel drive), $8,721; 5-door wagon (5-speed, 4-wheel drive), $9,809. (**Power disk brakes** standard on both models. **Power steering** standard on 4WD model. **Automatic transmission** is $384 with 2WD, not available with 4WD.) (Prices include dealer prep fee.)

PLYMOUTH CONQUEST—2-door liftback, $12,564. (**Power steering, power disk brakes, radio** are standard. **Automatic transmission** is $542.) (Price includes dealer prep fee.)

PORSCHE—944-Coupe (5-speed), $21,440; coupe (automatic), $21,940. **911 Carrera**—Coupe (5-speed), $31,950; Targa coupe (5-speed), $33,450; Cabriolet (5-speed), $36,450. **928**—Coupe (automatic), $50,000. (**Power brakes, air conditioning** standard on all models. **Power steering** standard on 944 and 928.) (Prices do not include dealer prep fee.)

RENAULT—Alliance—2-door sedan (4-speed), $5,995; L 2-door sedan (4-speed), $6,400; L 4-door sedan (4-speed), $6,650; L convertible (5-speed), $10,295; DL 2-door sedan (5-speed), 7,000; DL 4-door sedan (5-speed), $7,250; DL convertible (5-speed), $11,295; Limited 4-door sedan (5-speed), $7,250. **Encore**—3-door liftback (4-speed), $5,895; S 3-door liftback (4-speed), $6,360; S 5-door liftback (4-speed), $6,610; LS 3-door liftback (5-speed), $7,060; LS 5-door liftback (5-speed), $7,310; GS 3-door liftback (5-speed), $7,560. (All Alliance and Encore models are built in the U.S.) **Sportwagon**—4—door wagon (5-speed), $9,895; Touring Edition 4-door wagon (5-speed), $11,700. **Fuego**—Coupe, (5-speed), $9,295. (**Power disk brakes** standard on all models. **Power steering and air conditioning** standard on Sportwagon. **Radio** standard on all models except base Alliance 2-door sedan and base Encore 3-door liftback. **Automatic transmission** prices: $348 on Alliance and Encore 5-speed; $438 on Alliance and Encore 4-speed; $438 on Sportwagon and Fuego.) (Prices include dealer prep fee.)

ROLLS-ROYCE—Silver Spirit—4-door sedan, $98,500. **Silver Spur**—4-door sedan, $109,000; Limousine, $185,000. **Camargue**—2-door sedan, $150,600. **Corniche**—Convertible, $156,000. (**Automatic transmission, power steering, power disk brakes, radio, air conditioning** standard on all models.) (Prices do not include dealer prep fee.)

SAAB—900 Series—3-door hatchback, $11,850; 4-door sedan, $12,170. **900-S**—3-door hatchback, $15,040; 4-door sedan, $15,510. **900 Turbo**—3-door hatchback, $18,150; 4-door sedan, $18,620. (**5-speed transmission** standard on all models; **automatic** is $400. **Power steering, power disk brakes, air conditioning** standard on all models. **Radio** standard on 900-S and 900 Turbo.) (Prices include dealer prep fee.)

SUBARU—2—Door Hatchbacks—Standard hatchback (4-speed), $5,118; GL hatchback (5-speed), $7,053; GL hatchback (automatic), $7,363; GL hatchback (4-speed, 4-wheel drive), $7,603. **4-door Sedans**—DL sedan (4-speed), $7,238; DL sedan (5-speed), $7,337; GL sedan (5-speed), $7,887; GL sedan (automatic), $8,262; GL-10 sedan (5-speed), $10,306; GL-10 sedan (automatic), $10,681; GL sedan (automatic, 4-wheel drive), $9,410; RX Turbo sedan (5-speed, 4-wheel drive), $11,160; Turbo sedan (5-speed, 4-wheel drive), $11,582; Turbo sedan (automatic, 4-wheel drive), $11,957. **4-door Wagons**—DL wagon (5-speed), $7,638; GL wagon (5-speed), $8,188; GL wagon (automatic), $8,565; GL-10 wagon (5-speed), $10,478; GL-10 wagon (automatic), $10,853; DL wagon (5-speed, 4-wheel drive), $8,188; GL wagon (5-speed, 4-wheel drive), $8,738; GL wagon (automatic, 4-wheel drive), $9,113; Turbo wagon (automatic, 4-wheel drive), $12,046. **BRAT** (4-wheel drive)—GL (4-speed), $7,927; GL (automatic), $7,927. (**Power disk brakes, radio** standard on all models. **Power steering, air conditioning** standard on GL-10 and Turbo models.) (Prices include dealer prep fee.)

TOYOTA—Tercel—Standard 3-door liftback (4-speed), $5,348; Deluxe 3-door liftback (5-speed), $6,338; Deluxe 3-door liftback (automatic), $6,648; Deluxe 5-door liftback (5-speed), $6,488; Deluxe 5-door liftback (automatic), $6,798; Deluxe 4-door wagon (5-speed), $6,918; Deluxe 4-door wagon (automatic), $7,228; Deluxe 4-door wagon (6-speed, 4-wheel drive), $7,898; Deluxe 4-door wagon (automatic, 4-wheel drive), $8,208; SR-5 4-door wagon (6-speed, 4-wheel drive), $8,778. **Corolla**—Deluxe 4-door sedan (5-speed), $6,938; Deluxe 4-door sedan (automatic), $7,308; LE 4-door sedan (5-speed), $7,738; LE 4-door sedan (automatic), $8,258; LE LTD 4-door sedan (automatic), $9,258; Deluxe 5-door liftback (5-speed), $7,198; Deluxe 5-door liftback (automatic), $7,568; LE 5-door liftback (automatic), $8,358; Deluxe 4-door sedan (automatic, diesel engine), $7,898; Deluxe 5-door liftback (5-speed), diesel $7,788. **Corolla Sport**—SR-5 Sport coupe (5-speed), $8,058; SR-5 sport coupe (automatic), $8,578; GTS sport coupe (5-speed), $9,298; SR-5 3-door liftback (5-speed), $8,238; GTS 3-door liftback (5-speed), $9,538. **Camry**—Deluxe 4-door sedan (5-speed), $8,948; Deluxe 4-door sedan (automatic), $9,748; Deluxe 4-door sedan (automatic, turbodiesel), $10,698; LE 4-door sedan (automatic), $10,898; Deluxe 5-door liftback (automatic), $9,988; LE 5-door liftback (automatic), $11,248. **MR2**—Coupe (5-speed), $10,999. **Celica**—ST sport coupe (5-speed), $8,449; ST sport coupe (automatic), $8,909; GT sport coupe (5-speed), $9,639; GT sport coupe (automatic), $10,099; GT-S sport coupe (5-speed), $11,199; GT-S sport coupe (automatic), $11,659; GT 3-door liftback (5-speed), $9,989; GT 3-door liftback (automatic), $10,449; GT-S 3-door liftback (5-speed), $11,549; GT-S 3-door liftback (automatic), $12,009; GT-S convertible (5-speed), $17,669; GT-S convertible (automatic), $18,129. **Supra**—L-Type coupe (automatic), $15,998; coupe (5-speed), $16,558; coupe (automatic), $17,158. **Cressida**—4 door sedan (5-speed), $15,690; 4-door sedan (automatic), $15,690; 4-door wagon (automatic), $15,750. **Van (Car type)**—Deluxe Van (5-speed), $9,748; Deluxe Van (automatic), $10,268; LE Van (5-speed), $11,348; LE Van (automatic), $11,868. **Land Cruiser**—4-door wagon (4-speed), $14,218. **4Runner (Car type)**—SR-5 (5-speed), $12,568. (**Power disk brakes** standard on all models. **Power steering** standard on Corolla LE LTD, all Camry except Deluxe sedan with 5-speed, all Celica except ST coupe, all Supra, all Cressida, LE Van and 4Runner SR-5. **Radio** standard on Tercel SR-5 4WD wagon, Corolla LE and LE LTD, all Corolla Sport, Camry LE, all Celica, all Supra, all Cressida and LE Van. **Air conditioning** standard on Celica convertible, all Supra and all Cressida.) (Prices include dealer prep fee.)

TOYOTA PICKUP TRUCKS—Pickup Trucks (2-wheel drive)—Standard short bed (4-speed), $5,998; Standard short bed (5-speed), $6,198; Standard short bed (automatic), $6,628; Standard long bed (5-speed), $6,498; Standard long bed (automatic), $6,928; Deluxe long bed (5-speed), $6,898; Deluxe long bed (automatic), $7,328; Deluxe Xtracab (5-speed), $7,228; Deluxe Xtracab (automatic), $7,718; SR-5 short bed (5-speed), $8,098; SR-5 long bed (5-speed), $8,268; SR-5 Xtracab (5-speed), $8,448; SR-5 Xtracab (automatic), $8,878; Deluxe long bed (5-speed, diesel engine), $7,648; Deluxe long bed (5-speed, turbodiesel), $8,548; Deluxe Xtracab (5-speed, diesel), $7,888; Deluxe Xtracab (5-speed, turbodiesel), $8,788; one-ton pickup (5-speed), $7,338; commercial cab/chassis (4-speed), $6,918; camper cab/chassis (4-speed) $7,198; camper cab/chassis (automatic), $7,728. **Pickup Trucks (4-wheel drive)**—Standard short bed (5-speed), $8,398; Deluxe long bed (5-speed), $9,058; Deluxe Xtracab (5-speed), $9,298; SR-5 short bed (5-speed), $10,258; SR-5 long bed (5-speed), $10,428; SR-5 Xtracab (5-speed), $10,648; Deluxe long bed (5-speed), diesel), $10,558. **Van (Truck type)**—Cargo Van (5-speed), $9,198; Cargo Van (automatic), $9,718. **4Runner (Truck Type)**-4Runner truck (5-speed), $10,668. (**Power disk brakes** standard on all models. **Power steering** standard on SR-5 4WD models. **Radio** standard on SR-5 2WD and SR-5 4WD models.) (Prices include dealer prep fee.)

TVR—280i convertible (4-speed), $21,996; 280i coupe (4-speed), $23,796. (**Power disk brakes, radio, air conditioning** standard on both models.) Prices include dealer prep fee.)

VOLKSWAGEN—GOLF—2-door sedan (5-speed, diesel engine), $6,790; 2-door sedan (5-speed), $6,990; 4-door sedan (5-speed, diesel engine), $7,000; 4-door sedan (5-speed), $7,200. **GTI**—2-door sedan (5-speed), $8,990. (All Golf and GTI models are built in the U.S.) **Jetta**—2-door sedan (5-speed, diesel engine), $7,775; 2-door sedan (5-speed), $7,975; 4-door sedan (5-speed, diesel engine), $7,995; 4-door sedan (5-speed), $8,195; GL 4-door sedan (5-speed), $8,495; GLI 4-door sedan (5-speed), $9,995. **Cabriolet**—convertible (5-speed), $11,595. **Scirocco**—coupe (5-speed), $9,980. **Quantum**—GL 4-door sedan (5-speed), $13,295; 4-door wagon (5-speed), $11,570. **Vanagon**—L 7-seater (4-speed), $12,290; L 9-seater (4-speed), $12,345; GL 7-seater (4-speed), $13,140; Camper (4-speed), $17,190; 5-seater conversion bus (4-speed), $11,790. (**Power disk brakes** standard on all models. **Power steering** standard on Jetta GLI, Quantum, Vanagon GL and Vanagon Camper. **Radio** standard on Cariolet and Quantum sedan. **Air conditioning** standard on Quantum sedan and wagon. **Automatic transmission** is $425 on Golf (gasoline engine), Jetta (gasoline engine), Cabriolet and Scirocco; $450 on Quantum and Vanagon.) (Prices include dealer prep fee.)

VOLVO-DL Series—4-door sedan, $13,920; 4-door sedan (automatic), $14,355; 5-door wagon, $14,395; 5-door wagon (automatic), $14,830. **GL Series**—4-door sedan, $16,225; 4-door sedan (automatic), $16,660; 5-door wagon, $16,755; 5-door wagon (automatic), $17,190. **Turbo**—4-door sedan, $18,420; 4-door sedan (automatic), $18,855; 5-door wagon, $18,950; 5-door wagon (automatic), $19,385. **740-GLE**—4-door sedan, $18,150; 4-door sedan (automatic), $18,585. **740 Turbo**—4-door sedan, $20,130; 4-door sedan (automatic) $20,565. **760-GLE**—4-door sedan (automatic), $21,985. **760 Turbodiesel**—4-door sedan (automatic), $23,185. **760 Turbo**—4-door sedan, $22,965; 4-door sedan (automatic), $23,400. (**Power brakes, power steering, air conditioning** standard on all models.)

Retail prices, 1985 U. S. models

Continued from Page 56

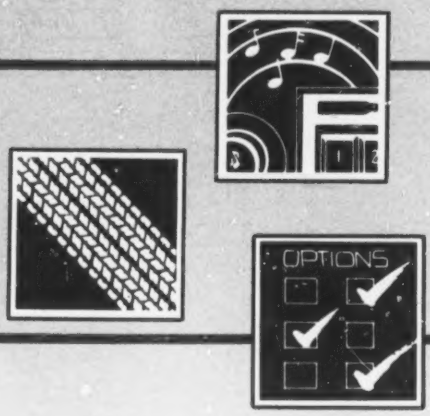
	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Automatic Trans.	Power Steering	Power Brakes	Radio	Air Cond.
Cutlass Supreme Brougham V-6	10,814	10,677				std.	std.	std.	std.	750
Cutlass Salon V-6		10,985				std.	std.	std.	std.	750
Delta 88 Royale V-6	10,798	10,698				std.	std.	std.	std.	750
Delta 88 Royale Brougham V-6	11,293	11,188				std.	std.	std.	std.	750
Delta 88 Royale Bro. LS V-8	14,618					std.	std.	std.	std.	std.
Custom Cruiser V-8					11,860	std.	std.	std.	std.	750
Ninety-Eight Regency V-6	15,224	15,295				std.	std.	std.	std.	std.
98 Regency Brougham V-6	16,181	16,251				std.	std.	std.	std.	std.
Toronado Brougham V-8		17,134				std.	std.	std.	std.	std.
PLYMOUTH—Horizon 4	5,999					439	219	std.	113	643
Horizon SE 4	6,342					439	219	std.	std.	643
Turismo 4			6,584			439	219	std.	113	643
Turismo 2.2 4			7,515			439	219	std.	std.	643
Reliant 4	7,039	6,924				439	219	std.	113	737
Reliant SE 4	7,439	7,321			7,939	439	219	std.	std.	737
Reliant LE 4	7,792	7,659				439	219	std.	std.	737
Reliant LE Wagon 4					8,378	439	std.	std.	std.	737
Caravelle 4	9,007					std.	std.	std.	std.	757
Gran Fury V-8	9,658					std.	std.	std.	std.	812
PONTIAC—1000 4	5,795		5,575			425	215	100	std.	645
Sunbird 4	7,135	6,995	7,365		7,485	350	215	std.	112	645
Sunbird LE 4	7,895	7,695		12,295	8,225	350	215	std.	std.	645
Sunbird SE 4	9,649	9,479	9,979			425	std.	std.	std.	645
Fiero 4		8,495				N.A.	N.A.	std.	112	N.A.
Fiero Sport Coupe 4		8,995				425	N.A.	std.	std.	750
Fiero SE 4		9,995				425	N.A.	std.	std.	750
Fiero GT 4		11,795				475	N.A.	std.	std.	750
Grand Am 4		8,149				425	std.	std.	std.	645
Grand Am LE 4		8,659				425	std.	std.	std.	645
Firebird 4			8,849			425	std.	std.	std.	750
Firebird SE V-6			11,295			425	std.	std.	std.	750
Firebird Trans Am V-8			11,569			425	std.	std.	std.	750
Pontiac 6000 4	9,249	9,089			9,599	std.	std.	std.	std.	750
6000 LE 4	9,739	9,589			10,099	std.	std.	std.	std.	750
6000 STE V-6	15,125					std.	std.	std.	std.	std.
Bonneville V-6	9,749					std.	std.	std.	std.	750
Bonneville LE V-6	9,995					std.	std.	std.	std.	750
Grand Prix V-6		9,759				std.	std.	std.	std.	750
Grand Prix LE V-6		10,259				std.	std.	std.	std.	750
Grand Prix Brougham V-6		10,995				std.	std.	std.	std.	750
Parisienne V-6	10,599					std.	std.	std.	std.	750
Parisienne Wagon V-8					11,175	std.	std.	std.	std.	750
Parisienne Brougham V-6	11,349					std.	std.	std.	std.	750
VOLKSWAGEN—(U.S.built models)										
Golf 4 (diesel)	7,000		6,790			N.A.	230	std.	*295	695
Golf 4 (gasoline)	7,200		6,990			425	230	std.	*295	690
GTI 4 (gasoline)			8,990			N.A.	230	std.	*295	695
RENAULT (U.S. built models)										
Encore 4			5,895			N.A.	N.A.	std.	91	N.A.
Encore S 4	6,610		6,360			448	221	std.	std.	673
Encore LS 4	7,310		7,060			348	221	std.	std.	673
Encore GS 4			7,560			348	221	std.	std.	673
Alliance 4		5,995				448	221	std.	91	673
Alliance L 4	6,650	6,400				448	221	std.	std.	673
Alliance convertible 4				10,295		348	221	std.	std.	673
Alliance DL 4	7,250	7,000				348	221	std.	std.	673
Alliance DL convertible 4				11,295		348	std.	std.	std.	673
Alliance Limited 4	7,750					348	221	std.	std.	673

*Radio price is for AM/FM/Stereo Unit.

AVERAGE SELLING PRICE OF USED CARS RETAILED BY FRANCHISED NEW CAR DEALERS

1980	$ 3,380
1981	3,970
1982	4,440
1983	4,610
1984	4,950

SOURCE: NADA Industry Analysis Department



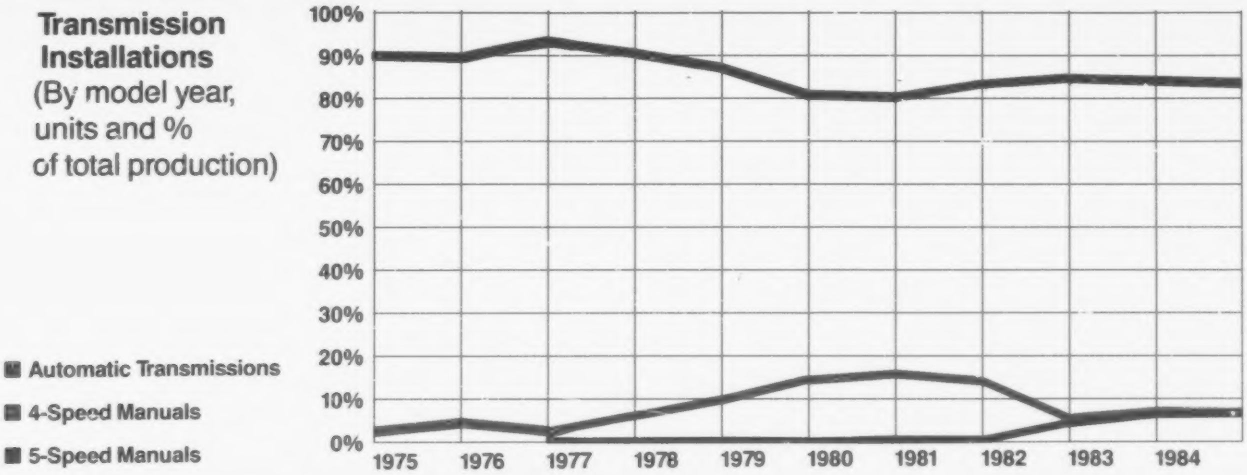
OPTIONS/ EQUIPMENT

ROOF, PAINT OPTIONS ON 1984-MODEL U.S. AUTOS

	Vinyl Roofs	Percent of Output	Electric Slide Sunroofs	Percent of Output	Pop-Up Sunroofs	Percent of Output	T-Roof	Percent of Output	Two-Tone Paint	Percent Of Output	Convertible Top Models	Percent Of Output
AMERICAN MOTORS	NA	......	NA	......	505	24.21	NA	......	NA	......	NA	......
Alliance	NA	......	NA	......	242	0.20	NA	......	NA	......	NA	......
Encore	NA	......	NA	......	263	0.30	NA	......	NA	......	NA	......
CHRYSLER CORP.	281,615	24.34	4,743	0.41	26,423	2.28	NA	......	144,331	12.47	28,853	2.49
Plymouth Total	13,551	3.87	15	0.01	5,768	1.65	NA	......	30,455	8.71	NA	......
Horizon	NA	......	NA	......	5,768	3.90	NA	......	25,587	17.30	NA	......
Reliant	10,673	5.70	NA	......	NA	......	NA	......	4,868	2.60	NA	......
Gran Fury	2,878	19.60	15	0.10	NA	......	NA	......	NA	......	NA	......
Chrysler Total	237,408	63.17	4,492	1.20	7,181	1.91	NA	......	37,114	9 87	17,889	4.76
LeBaron	80,055	71.60	NA	......	NA	......	NA	......	9,280	8.30	17,889	16.0
Laser	NA	......	NA	......	7,181	10.30	NA	......	22,310	32.00	NA	......
New Yorker/E-Class	69,268	65.20	NA	......	NA	......	NA	......	5,524	5.20	NA	......
Fifth Avenue	88,085	100.00	4,492	5.10	NA	......	NA	......	NA	......	NA	......
Dodge Total	30,656	7.09	236	0.05	13,474	3.12	NA	......	76,762	17.77	10,964	2.54
Omni	NA	......	NA	......	6,555	4.6	NA	......	29,639	20.8	NA	......
Aries	8,741	5.80	NA	......	NA	......	NA	......	4,973	3.30	NA	......
Daytona	NA	......	NA	......	6,919	12.90	NA	......	34,434	64.20	NA	......
Dodge 600 E	NA	......	NA	......	NA	......	NA	......	3,738	10.10	NA	......
Dodge 600 K	13,292	54.80	NA	......	NA	......	NA	......	3,978	16.40	10,964	45.20
Diplomat	8,623	36.50	236	1.00	NA	......	NA	......	NA	......	NA	......
FORD MOTOR	254,808	14.10	8,910	0.49	59,121	3.26	16,088	0.88	138,269	7.62	18,675	1.03
Ford Division	74,277	6.29	NA	......	49,110	4.16	14,148	7.83	88,709	7.51	18,675	1.58
Escort	NA	......	NA	......	3,650	7.10	NA	......	12,277	3.70	NA	......
Mustang	NA	......	NA	......	16,553	11.70	14,148	10.00	7,781	5.50	18,675	13.20
LTD	20,733	9.70	NA	......	NA	......	NA	......	20,947	9.80	NA	......
Thunderbird	NA	......	NA	......	14,838	8.70	NA	......	17,226	10.10	NA	......
Crown Victoria	53,544	62.20	NA	......	NA	......	NA	......	6,973	8.10	NA	......
EXP	NA	......	NA	......	7,006	30.70	NA	......	4,028	17.50	NA	......
Tempo	NA	......	NA	......	7,063	3.30	NA	......	19,477	9.10	NA	......
L-M Division	180,531	28.50	8,910	1.41	10,011	1.58	1,940	0.31	49,560	7.83	NA	......
Mercury Total	108,629	22.90	NA	......	10,011	2.11	1,940	0.41	30,121	6.34	NA	......
Lynx	NA	......	NA	......	1,784	2.70	NA	......	NA	......	NA	......
Capri	NA	......	NA	......	2,642	12.80	1,940	9.40	NA	......	NA	......
Marquis	7,007	6.50	NA	......	NA	......	NA	......	13,153	12.20	NA	......
Cougar	11,281	8.60	NA	......	3,804	2.90	NA	......	NA	......	NA	......
Grand Marquis	90,341	100.00	NA	......	NA	......	NA	......	11,744	13.00	NA	......
Topaz	NA	......	NA	......	1,781	3.00	NA	......	5,224	8.80	NA	......
Lincoln Total	71,902	45.70	8,910	5.66	NA	......	NA	......	19,439	12.30	NA	......
Continental	NA	......	1,828	6.00	NA	......	NA	......	7,830	25.70	NA	......
Lincoln	71,902	76.80	4,681	5.00	NA	......	NA	......	11,609	12.40	NA	......
Mark VI/VII	NA	......	2,401	7.20	NA	......	NA	......	NA	......	NA	......
GENERAL MOTORS	1,201,884	24.10	70,902	1.42	138,265	2.77	227,467	4.56	232,049	4.65	14,477	0.29
Buick Total	391,919	39.67	17,752	1.80	26,262	2.66	4,495	0.46	79,476	8.04	579	0.06
Skylark	21,043	18.90	NA	......	1,510	1.36	NA	......	8,388	7.54	NA	......
Skyhawk	NA	......	NA	......	20,355	14.00	NA	......	24,718	17.00	NA	......
Century	37,376	17.00	NA	......	4,397	2.00	NA	......	19,787	9.00	NA	......
Regal	128,110	57.00	4,495	2.00	NA	......	4,495	2.00	17,980	8.00	NA	......
LeSabre/Electra (rwd)	157,942	69.00	4,578	2.00	NA	......	NA	......	6,867	3.00	NA	......
Riviera	47,448	82.00	8,679	15.00	NA	......	NA	......	1,736	3.00	579	1.00
Cadillac Total	94,593	0.32	19,100	0.06	2,387	0.01	NA	......	12,372	0.04	3,268	0.01
Cimarron	NA	......	NA	......	2,387	10.90	NA	......	NA	......	NA	......
Seville	NA	......	4,048	10.12	NA	......	NA	......	8,479	21.20	NA	......
Eldorado	NA	......	9,030	11.60	NA	......	NA	......	1,323	1.70	3,268	4.20
Cadillac	94,593	58.91	6,022	3.75	NA	......	NA	......	2,570	1.60	NA	......
Chevrolet Total	94,655	5.13	NA	......	18,967	1.03	149,045	6.08	20,014	10.84	5,551	0.30
Chevette	NA	......	NA	......	NA	......	NA	......	16,098	6.6	NA	......
Cavalier	NA	......	NA	......	18,967	4.10	NA	......	55,513	12.00	5,551	1.20
Celebrity	4,639	1.50	NA	......	NA	......	NA	......	44,537	14.40	NA	......
Camaro	NA	......	NA	......	NA	......	90,249	34.50	NA	......	NA	......
Citation	NA	......	NA	......	NA	......	NA	......	10,425	10.20	NA	......
Monte Carlo	36,930	27.00	NA	......	NA	......	7,249	5.30	14,909	10.90	NA	......
Chevrolet	53,066	19.20	NA	......	NA	......	NA	......	49,769	18.00	NA	......
Corvette	NA	......	NA	......	NA	......	51,547	100.00	8,763	17.00	NA	......
Oldsmobile Total	574,925	50.25	32,718	2.86	NA	......	19,547	1.71	44,407	3.88	NA	......
Omega	9,217	17.40	NA	......	NA	......	NA	......	4,744	9.00	NA	......
Firenza	NA	......	NA	......	NA	......	3,052	3.70	6,763	8.20	NA	......
Cutlass Supreme	156,108	50.50	6,182	2.00	NA	......	10,510	3.40	12,056	3.90	NA	......
Cutlass Ciera	38,875	13.80	NA	......	NA	......	5,985	2.10	18,220	6.50	NA	......
88/98 (rwd)	337,709	91.10	18,906	5.10	NA	......	NA	......	1,854	0.50	NA	......
Toronado	33,016	68.60	7,630	15.90	NA	......	NA	......	770	1.60	NA	......
Pontiac Total	45,792	6.44	1,332	0.19	90,649	12.75	54,340	7.64	75,790	10.66	5,079	0.71
6000	2,444	2.00	NA	......	10,997	9.00	NA	......	16,985	13.90	NA	......
2000 Sunbird	NA	......	NA	......	11,850	7.00	NA	......	28,779	17.00	5,079	3.00
1000	NA	......	NA	......	540	0.98	NA	......	3,305	6.00	NA	......
Firebird	NA	......	NA	......	NA	......	52,861	41.20	6,159	4.80	NA	......
Phoenix	2,696	11.80	NA	......	777	3.40	NA	......	3,541	15.50	NA	......
Grand Prix	27,840	0.52	1,024	11.00	NA	......	1,479	2.80	7,028	13.00	NA	......
Parisienne	12,812	50.00	308	1.20	NA	......	NA	......	9,993	39.00	NA	......
Fiero	NA	......	NA	......	66,485	49.40	NA	......	NA	......	NA	......
HONDA	NA	......	NA	......	NA	......	NA	......	NA	......	NA	......
VOLKSWAGEN	NA	......	NA	......	32,959	31.60*	NA	......	NA	......	NA	......
Total Cars, U.S.	1,738,307	20.72	84,555	1.01	230,850	2.75	243,555	2.90	514,649	6.13	62,005	0.74

*32,959 refers to crank-type sunroofs

OPTIONS/EQUIPMENT

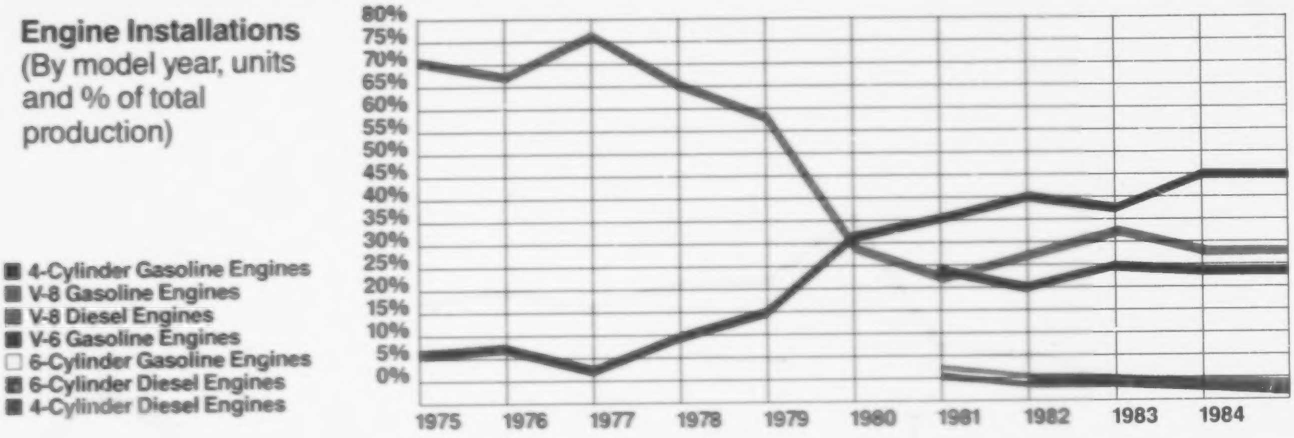


Transmission Installations (By model year, units and % of total production)

ENGINE ASSISTS, TRANSMISSION OPTIONS AND STEERING-WHEEL OPTIONS ON 1984 U.S. MODELS

	Turbo-charging	Percent of Output	Fuel Injection	Percent of Output	Automatic Transmission	Percent of Output	4-Speed Manual	Percent of Output	5-Speed Manual	Percent of Output	Tilt Wheel	Percent of Output	Tilt and Telescope	Percent of Output	Cruise Control	Percent of Output
AMERICAN MOTORS	......	NA	208,624	100.00	104,430	50.1	51,604	24.7	52,590	25.2	......	......	......	......	199,945	95.84
Alliance	......	NA	121,015	100.00	64,743	53.5	26,986	22.3	29,286	24.2	......	......	......	......	114,964	95.0
Encore	......	NA	87,609	100.00	39,687	45.3	24,618	28.1	23,304	26.6	......	......	......	......	84,981	97.0
CHRYSLER CORP.	90,023	7.78	140,365	12.12	962,675	83.1	35,221	3.0	159,882	13.8	459,139	39.7	......	......	458,158	39.6
Plymouth Total	......	NA	......	NA	291,216	83.2	17,766	5.0	40,849	11.7	37,996	10.9	......	......	58,490	16.7
Horizon	......	NA	......	NA	95,840	64.8	13,459	9.1	38,602	26.1	......	......	......	......	9,762	6.6
Reliant	......	NA	......	NA	180,691	96.5	4,307	2.3	2,247	1.2	32,019	17.1	......	......	44,190	23.6
Gran Fury	......	NA	......	NA	14,685	100.0	......	......	......	......	5,977	40.7	......	......	4,538	30.9
Chrysler Total	47,320	12.59	88,606	23.57	340,392	90.6	......	......	35,461	9.4	300,689	80	......	......	278,800	74.2
LeBaron	9,393	8.40	40,027	35.80	111,137	99.4	......	......	671	0.6	75,470	67.5	......	......	68,650	61.4
Laser	37,928	54.40	31,792	45.60	34,930	50.1	......	......	34,790	49.9	52,778	75.7	......	......	39,531	56.7
New Yorker/E-Class	......	23.50	16,786	15.80	106,240	100.0	......	......	......	......	87,967	82.8	......	......	86,586	81.5
Fifth Avenue	......	NA	......	NA	88,085	100.0	......	......	......	......	84,474	95.9	......	......	84,033	95.4
Dodge Total	42,704	9.88	51,759	11.98	331,067	76.6	17,455	4.0	83,572	19.3	120,454	27.9	......	......	120,868	28.0
Omni	......	NA	......	NA	81,222	57.0	13,537	9.5	47,735	33.5	......	......	......	......	11,257	7.9
Aries	......	NA	......	NA	144,674	96.0	3,918	2.6	2,110	1.4	30,140	20.0	......	......	36,018	23.9
Daytona	34,380	64.10	19,255	35.90	21,829	40.7	......	......	31,806	59.3	36,740	68.5	......	......	27,568	51.4
Dodge 600E	3,327	8.90	24,597	65.80	35,848	95.9	......	......	1,533	4.1	23,812	63.7	......	......	23,700	63.4
Dodge 600K	4,997	20.60	7,907	32.60	23,868	98.4	......	......	388	1.6	17,028	70.2	......	......	13,583	56.0
Diplomat	......	NA	......	NA	23,626	100.0	......	......	......	......	12,734	53.9	......	......	8,742	37.0
FORD MOTOR	28,375	1.56	778,281	42.92	1,436,411	79.2	151,955	8.4	225,157	12.4	980,470	54.1	......	......	1,010,739	55.7
Ford Division	27,054	2.29	492,106	41.68	862,225	73.0	129,703	11.0	188,780	16.0	479,468	40.6	......	......	520,377	44.1
Escort	......	NA	12,277	3.70	160,260	48.3	100,536	30.3	71,006	21.4	21,235	6.4	......	......	28,203	8.5
Mustang/Mustang II	8,772	6.20	68,476	48.40	83,332	58.9	18,251	12.9	39,897	28.2	84,605	59.8	......	......	54,328	38.4
LTD	......	NA	160,307	75.00	213,742	100.0	......	......	......	......	117,558	55.0	......	......	141,070	66.0
Thunderbird	15,520	9.10	170,551	100.00	159,124	93.3	......	......	11,427	6.7	139,511	81.8	......	......	133,200	78.1
Crown Victoria	......	NA	77,734	90.30	86,084	100.0	......	......	......	......	59,656	69.3	......	......	67,576	78.5
EXP	2,762	12.00	2,762	12.00	3,867	16.8	......	......	19,149	83.2	2,325	10.1	......	......	1,611	7.0
Tempo	......	NA	......	NA	155,816	72.8	10,916	5.1	47,301	22.1	54,578	25.5	......	......	94,389	44.1
L-M Division	1,321	0.21	286,175	45.22	574,186	90.7	22,252	3.5	36,377	5.7	501,002	79.2	......	......	490,362	77.5
Mercury Total	1,321	0.28	130,112	27.37	416,752	87.7	22,252	4.7	36,377	7.7	344,879	72.5	......	......	333,864	70.2
Lynx	......	NA	2,378	3.60	31,244	47.3	18,562	28.1	16,250	24.6	3,897	5.9	......	......	7,134	10.8
Capri	1,321	6.40	1,321	6.40	13,149	63.7	3,096	15.0	4,397	21.3	19,486	94.4	......	......	4,871	23.6
Marquis	......	NA	......	NA	107,812	100.0	......	......	......	......	94,012	87.2	......	......	97,139	90.1
Cougar	......	NA	36,072	27.50	131,171	100.0	......	......	......	......	111,364	94.9	......	......	109,265	83.3
Grand Marquis	......	NA	90,341	100.00	90,431	100.0	......	......	......	......	87,450	96.8	......	......	88,625	98.1
Topaz	......	NA	......	NA	43,035	72.5	594	1.0	15,730	26.5	28,670	48.3	......	......	26,830	45.2
Lincoln Total	......	N.A.	156,063	99.13	157,434	100.0	......	......	......	......	156,123	99.2	......	......	156,498	99.4
Continental	......	NA	29,097	95.50	30,468	100.0	......	......	......	......	30,468	100.0	......	......	30,468	100.0
Lincoln	......	NA	93,622	100.00	93,622	100.0	......	......	......	......	92,311	98.6	......	......	92,686	99.0
Mark VII	......	NA	33,344	100.00	33,344	100.0	......	......	......	......	33,344	100.0	......	......	33,344	100.0
GENERAL MOTORS	20,341	0.41	2,108,226	42.27	4,555,431	90.7	267,359	5.4	201,290	4.0	3,357,518	66.6	420,414	8.4	2,967,517	59.1
Buick Total	10,014	1.01	280,509	28.39	996,238	97.2	10,201	1.0	17,447	1.8	796,277	77.8	75,721	7.4	735,601	71.8
Skylark	......	NA	43,928	39.50	109,734	98.7	1,477	1.3	......	......	73,556	66.1	......	......	60,647	54.5
Skyhawk	4,362	3.00	145,393	100.00	119,222	82.0	8,724	6.0	17,447	12.0	72,697	50.0	......	......	46,526	32.0
Century	......	NA	46,170	21.00	219,858	100.0	......	......	......	......	184,681	84.0	......	......	167,092	76.0
Regal	4,495	2.00	6,743	3.00	224,754	100.0	......	......	......	......	193,288	86.0	......	......	157,328	70.0
LeSabre (rwd)	......	NA	1,930	1.00	228,901	100.0	......	......	......	......	185,410	81.0	68,670	3.0	210,589	92.0
Electra (fwd)	......	NA	35,188	98.00	35,906	100.00	......	......	......	......	33,180	92.0	2,422	7.0	35,556	99.0
Riviera	1,157	2.00	1,157	2.00	57,863	100.0	......	......	......	......	53,465	92.4	4,629	8.0	57,863	100.0
Cadillac Total	......	0.00	300,300	100.00	298,723	99.5	......	......	1,577	0.5	20,759	6.9	267,094	88.9	281,267	93.7
Cimarron	N.A.	0.00	21,898	100.00	20,321	92.8	......	......	1,577	7.2	20,759	94.8	......	......	19,489	89.0
Seville	N.A.	0.00	39,997	100.00	39,997	100.0	......	......	......	......	......	......	39,317	98.3	38,477	96.2
Eldorado	N.A.	0.00	77,806	100.00	77,806	100.0	......	......	......	......	......	......	76,172	97.9	75,550	97.1
Cadillac	N.A.	0.00	160,599	100.00	160,599	100.0	......	......	......	......	......	......	151,605	94.4	147,751	92.0
Chevrolet Total	......	0.00	644,740	34.96	1,581,739	85.8	151,994	8.2	110,684	16.0	1,028,753	55.8	51,547	2.8	800,688	43.4
Chevette	......	NA	8,049	3.30	149,269	61.2	83,171	34.1	11,463	4.7	29,268	12.0	......	......	......	......
Cavalier	......	NA	434,393	93.90	365,463	79.0	45,799	9.9	51,350	11.1	190,596	41.2	......	......	117,503	25.4
Celebrity	......	NA	76,703	24.80	305,886	98.9	3,402	1.1	......	......	216,501	70.0	......	......	187,119	60.5
Camaro	......	NA	10,202	3.90	208,489	79.7	5,232	2.0	47,871	18.3	197,764	75.6	......	......	127,395	48.7
Citation	......	NA	61,221	59.90	97,197	95.1	5,008	4.9	......	......	38,122	37.3	......	......	26,777	26.2
Monte Carlo	......	NA	137	0.10	136,778	100.0	......	......	......	......	104,498	76.4	......	......	86,313	63.1
Chevrolet	......	NA	2488	0.90	276,492	100.0	......	......	......	......	200,457	72.5	......	......	205,987	74.5
Corvette	......	NA	51,547	100.00	42,165	81.8	9,382	18.2	......	......	51,547	100.0	51,547	100.0	49,794	96.6
Oldsmobile Total	......	0.00	564,817	49.36	1,132,025	98.9	3,293	0.3	8,907	0.8	993,353	86.8	26,055	2.3	845,627	73.9
Omega	......	NA	26,917	50.80	52,085	98.3	901	1.7	......	......	35,713	67.4	......	......	24,015	45.4
Firenza	......	NA	82,475	100.00	71,176	86.3	2,392	2.9	8,907	10.8	53,196	64.5	......	......	23,340	28.3
Cutlass Suprerme	......	NA	......	NA	309,124	100.0	......	......	......	......	275,429	89.1	......	......	231,534	74.9
Cutlass Ciera	......	NA	94,352	33.60	280,839	100.0	......	......	......	......	244,892	87.2	......	......	206,417	73.5
Oldsmobile	......	NA	361,063	97.40	370,701	100.0	......	......	......	......	340,304	91.8	21,871	5.9	360,321	97.2
Toronado	......	NA	......	NA	48,100	100.0	......	......	......	......	43,819	91.1	4,184	8.7	48,100	100.0
Pontiac Total	10,327	1.45	317,860	44.70	546,714	76.9	101,871	14.3	62,675	8.8	518,376	72.9	......	......	304,134	42.8
6000	......	NA	36,169	29.60	122,193	100.0	......	......	......	......	108,263	88.6	......	......	92,867	76.0
2000 Sunbird	10,327	6.10	139,664	82.50	128,322	75.8	5,756	3.4	35,212	20.8	104,283	61.6	......	......	32,504	19.2
1000	......	NA	......	NA	35,749	64.9	16,360	29.7	3,085	5.6	6,610	12.0	......	......	......	......
Firebird	......	NA	7,442	5,80	102,002	79.5	1,925	1.5	24,378	19.0	103,028	80.3	......	......	61,843	48.2
Phoenix	......	NA	......	NA	21,865	95.7	982	4.3	......	......	10,944	47.9	......	......	5,712	25.0
Grand Prix/Bonneville	......	NA	......	NA	53,222	100.0	......	......	......	......	44,706	84.0	......	......	34,594	65.0
Parisienne	......	NA	......	NA	25,624	100.0	......	......	......	......	23,318	91.0	......	......	23,318	91.0
Fiero	......	NA	134,585	100.00	57,737	42.9	76,848	57.1	......	......	117,224	87.1	......	......	53,296	39.6
HONDA	......	NA	......	NA	53,443	45.6	......	......	63,757	54.4	......	......	......	......	11,720	10.0
VOLKSWAGEN	1,356	1.30	65,188	62.50	16,480	15.8	31,812	30.5	56,010	53.7	......	......	......	......	2,920	2.8
Total Cars, U.S.	140,095	1.69	3,300,684	39.90	7,092,972	84.5	537,951	6.4	758,686	9.0	4,797,127	56.9	420,417	5.0	4,650,999	55.2

OPTIONS/EQUIPMENT



Engine Installations (By model year, units and % of total production)

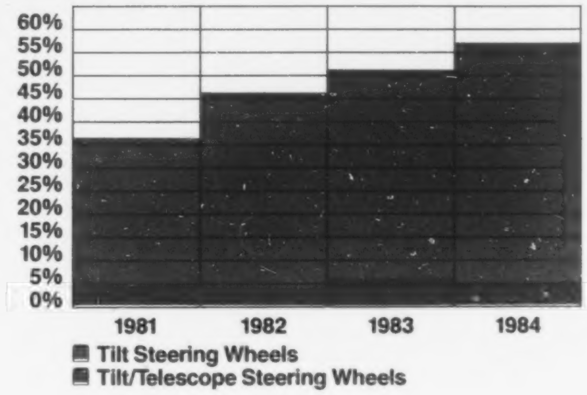
ENGINE OPTIONS ON 1984 U.S. MODELS

	V-8 Gasoline	Percent of Output	V-8 Diesel	Percent of Output	V-6 Gasoline	Percent of Output	6-Cylinder Gasoline	Percent of Output	V-6 or 6-Cylinder Diesel	Percent of Output	4-Cylinder Gasoline	Percent of Output	4-Cylinder Diesel	Percent of Output
AMERICAN MOTORS	—	—	—	—	—	—	—	—	—	—	208,624	100	......	......
Alliance	—	—	—	—	—	—	—	—	—	—	121,015	100	......	......
Encore	—	—	—	—	—	—	—	—	—	—	87,609	100	......	......
CHRYSLER CORP	126,396	10.92	—	—	—	—	—	—	—	—	1,031,383	89.09	......	......
Plymouth Total	14,685	4.20	—	—	—	—	—	—	—	—	335,147	95.7	......	......
Horizon	—	—	—	—	—	—	—	—	—	—	147,902	100	......	......
Reliant	—	—	—	—	—	—	—	—	—	—	187,245	100	......	......
Gran Fury	14,685	100	—	—	—	—	—	—	—	—	......	......	......	......
Chrysler Total	88,085	23.44	—	—	—	—	—	—	—	—	287,768	76.56	......	......
LeBaron	—	—	—	—	—	—	—	—	—	—	111,808	100	......	......
New Yorker E-Class	—	—	—	—	—	—	—	—	—	—	106,240	100	......	......
Fifth Avenue	88,085	100	—	—	—	—	—	—	—	—	......	......	......	......
Dodge Total	23,626	5.47	—	—	—	—	—	—	—	—	408,468	94.53	......	......
Omni	—	—	—	—	—	—	—	—	—	—	142,494	100	......	......
Aries	—	—	—	—	—	—	—	—	—	—	150,702	100	......	......
Daytona	—	—	—	—	—	—	—	—	—	—	53,635	100	......	......
Dodge 600-E	—	—	—	—	—	—	—	—	—	—	37,381	100	......	......
Dodge 600-K	—	—	—	—	—	—	—	—	—	—	24,256	100	......	......
Diplomat	23,626	100	—	—	—	—	—	—	—	—	......	......	......	......
FORD MOTOR	472,493	26.05	3738	0.21	551,632	30.42	—	—	6,821	0.37	750,947	41.41	27,892	1.54
Ford Division	188,751	15.99	—	—	349,028	29.56	—	—	—	—	620,848	52.58	22,081	1.87
Escort	—	—	—	—	—	—	—	—	—	—	314,216	94.70	17,586	5.30
Mustang	39,331	27.80	—	—	51,499	36.40	—	—	—	—	50,650	35.80	......	......
LTD	7,054	3.30	—	—	198,780	93.00	—	—	—	—	7,908	3.7	......	......
Thunderbird	56,282	33.00	—	—	98,749	57.90	—	—	—	—	15,520	9.1	......	......
Crown Victoria	86,084	100	—	—	—	—	—	—	—	—	......	......	......	......
EXP	—	—	—	—	—	—	—	—	—	—	23,016	100	......	......
Tempo	—	—	—	—	—	—	—	—	—	—	209,538	97.9	4,495	2.10
L-M Division	283,742	44.84	3738	0.59	202,604	32.02	—	—	6,821	1.08	130,099	20.56	5,811	0.92
Mercury Total	130,046	27.36	—	—	202,604	42.62	—	—	6,821	1.43	130,099	27.37	5,811	1.22
Lynx	—	—	—	—	—	—	—	—	—	—	61,432	93.00	4,624	7.0
Capri	3633	17.60	—	—	8,670	42.00	—	—	—	—	8,339	40.40	......	......
Marquis	—	—	—	—	105,656	98.00	—	—	—	—	2,156	2.00	......	......
Cougar	36,072	27.50	—	—	88,278	67.30	—	—	—	—	6,821	5.2	......	......
Grand Marquis	90,341	100	—	—	—	—	—	—	—	—	......	......	......	......
Topaz	—	—	—	—	—	—	—	—	—	—	58,172	98.00	1187	2.00
Lincoln Total	153,696	97.63	3,738	2.37	—	—	—	—	—	—	......	......	......	......
Continental	9,097	95.50	1,371	4.50	—	—	—	—	—	—	......	......	......	......
Lincoln	93,622	100	—	—	—	—	—	—	—	—	......	......	......	......
Mark VII	30,977	92.90	2,367	7.10	—	—	—	—	—	—	......	......	......	......
GENERAL MOTORS	1,629,723	32.67	19,058	.38	1,563,050	31.34	40,984	.82	18,511	0.37	1,708,366	34.25	8,379	0.17
Buick Total	256,320	25.94	2,289	.23	498,254	50.43	—	—	2,199	.22	228,918	23.17	......	......
Skylark	—	—	—	—	67,260	60.48	—	—	—	—	43,951	39.52	......	......
Skyhawk	—	—	—	—	—	—	—	—	—	—	145,393	100	......	......
Century	—	—	—	—	178,085	81	—	—	2,199	1.00	39,574	18.00	......	......
Regal	4,495	2	—	—	220,259	98	—	—	—	—	......	......	......	......
LeSabre/Electra (rwd)	196,855	86	2,289	1.00	29,757	13	—	—	—	—	......	......	......	......
Riviera	54,970	95	—	—	2,893	5	—	—	—	—	......	......	......	......
Cadillac Total	276,281	92.00	2,121	0.71	—	—	—	—	—	—	21,898	7.29	......	......
Cimarron	—	—	—	—	—	—	—	—	—	—	21,898	100	......	......
Seville	39,613	99.04	384	0.96	—	—	—	—	—	—	......	......	......	......
Eldorado	77,386	99.46	420	0.54	—	—	—	—	—	—	......	......	......	......
Cadillac	159,282	99.18	1,317	0.82	—	—	—	—	—	—	......	......	......	......
Chevrolet Total	519,523	28.17	2,624	0.14	426,645	23.13	40,984	2.22	1,855	0.10	844,738	45.80	8,049	.44
Chevette	—	—	—	—	—	—	—	—	—	—	235,855	96.70	8,049	3.30
Cavalier	—	—	—	—	—	—	—	—	—	—	462,612	100	......	......
Celebrity	—	—	—	—	232,585	75.2	—	—	1,855	0.80	74,848	24.2	......	......
Camaro	150,154	57.40	—	—	101,236	38.70	—	—	—	—	10,202	3.90	......	......
Citation	—	—	—	—	—	—	40,984	40.10	—	—	61,221	59.90	......	......
Monte Carlo	77,827	56.90	136	0.10	58,815	43.00	—	—	—	—	......	......	......	......
Chevrolet	39,995	86.80	2,488	.90	34,009	12.30	—	—	—	—	......	......	......	......
Corvette	1,547	100	—	—	—	—	—	—	—	—	......	......	......	......
Oldsmobile Total	460,580	40.25	11,817	1.03	459,289	40.14	—	—	13,846	1.21	198,693	17.36	......	......
Omega	—	—	—	—	26,917	50.80	—	—	—	—	26,069	49.20	......	......
Firenza	—	—	—	—	—	—	—	—	—	—	82,475	100	......	......
Cutlass Supreme	53,169	17.20	619	0.20	254,409	82.30	—	—	927	.30	......	......	......	......
Cutlass Ciera	—	—	—	—	177,771	63.30	—	—	12,919	4.60	90,149	32.10	......	......
88/98 (rwd)	360,321	97.20	10,380	2.80	—	—	—	—	—	—	......	......	......	......
Toronado	47,090	97.90	818	1.70	192	.40	—	—	—	—	......	......	......	......
Pontiac Total	117,019	16.45	207	0.03	178,862	25.15	—	—	611	.90	414,119	58.23	330	0.05
Pontiac 2000	—	—	—	—	—	—	—	—	—	—	169,290	100	......	......
Pontiac 1000	—	—	—	—	—	—	—	—	—	—	54,753	99.40	330	.60
Firebird	72,491	56.50	—	—	48,371	37.70	—	—	—	—	7,442	5.80	......	......
Phoenix	—	—	—	—	10,967	48.00	—	—	—	—	11,880	52.00	......	......
Grd.Prix/Bon'vle	19,852	37.30	5.3	0.10	33,317	62.60	—	—	—	—	......	......	......	......
Parisienne	24,676	96.30	154	0.60	794	3.10	—	—	—	—	......	......	......	......
Fiero	—	—	—	—	—	—	—	—	—	—	134,585	100	......	......
A-6000	—	—	—	—	85,413	69.90	—	—	611	0.50	36,169	29.60	......	......
HONDA	—	—	—	—	—	—	—	—	—	—	117,200	100	......	......
VOLKSWAGEN	—	—	—	—	—	—	—	—	—	—	77,496	74.30	26,805	25.70
Total Cars, U.S.	2,228,612	26.56	22,796	0.27	2,114,682	25.21	40,984	0.49	25,332	0.30	3,894,016	46.42	63,076	0.75

OPTIONS/EQUIPMENT

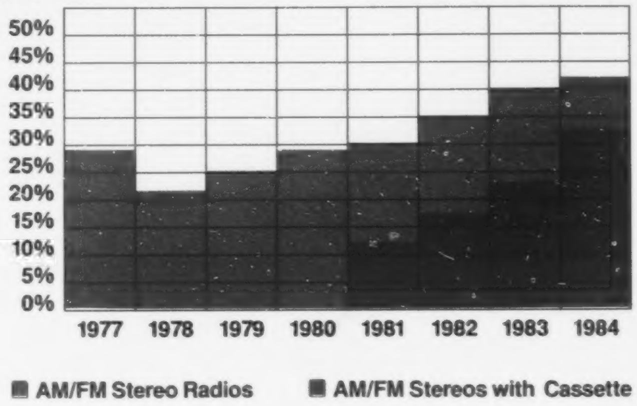
Tilt and Tilt/Telescope Steering Wheel Installations

(By model year, units and % of total production)



AM/FM Stereo with Cassette Installations

(By model year, units and % of total production)



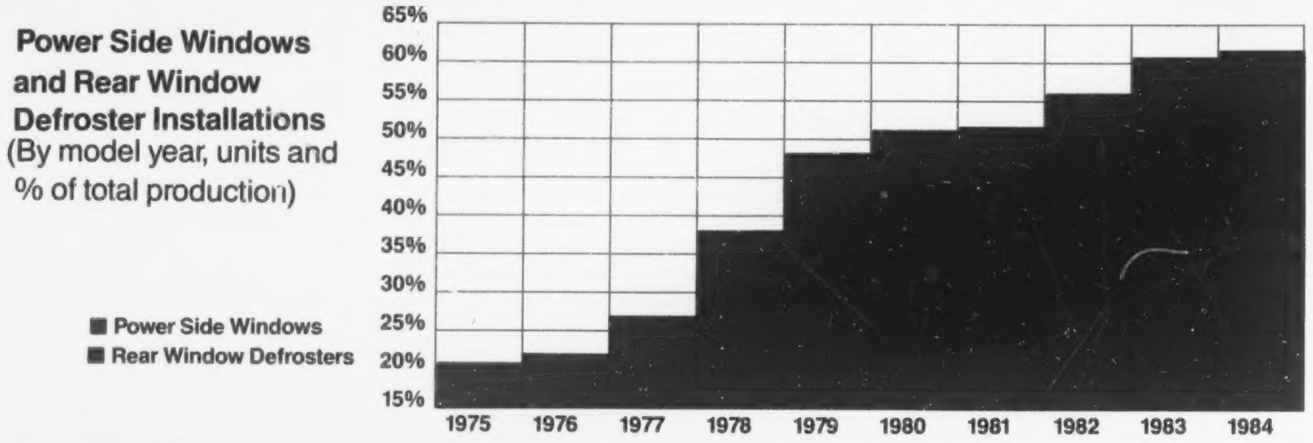
RADIO OPTIONS ON 1984 U. S. MODELS

	AM Radio	Percent of Output	AM/FM Radio (Mono)	Percent of Output	AM/FM Stereo Radio	Percent of Output	AM/FM Stereo w/Cassette	Percent of Output	AM/FM Stereo w/Cassette/CB	Percent of Output	AM/FM Stereo w/CB	Percent of Outout
AMERICAN MOTORS	29,580	14.18	28,361	13.59	53,490	25.64	11,763	5.64	NA	—	NA	—
Alliance	18,476	15.30	14,889	12.30	31,425	26.00	6,820	5.60	NA	—	NA	—
Encore	11,104	12.70	13,472	15.40	22,065	25.20	4,943	5.60	NA	—	NA	—
CHRYSLER CORP.	152,540	13.18	NA	—	673,834	58.20	223,893	19.34	NA	—	NA	—
Plymouth Total	67,221	19.22	NA	—	217,681	62.22	7,164	2.05	NA	—	NA	—
Horizon	16,565	11.20	NA	—	107,229	72.50	3,845	2.60	NA	—	NA	—
Reliant	44,752	23.90	NA	—	104,857	56.00	2,996	1.60	NA	—	NA	—
Gran Fury	5,904	40.30	NA	—	5,595	38.10	323	2.20	NA	—	NA	—
Chrysler Total	11,012	2.93	NA	—	177,150	47.13	173,684	46.21	NA	—	NA	—
LeBaron	4,361	3.90	NA	—	71,110	63.60	29,182	26.10	NA	—	NA	—
Laser	2,161	3.10	NA	—	29,492	42.30	34,721	49.80	NA	—	NA	—
New Yorker/E-Class	3,081	2.90	NA	—	52,589	49.50	47,064	44.30	NA	—	NA	—
Fifth Avenue	1,409	1.60	NA	—	23,959	27.20	62,717	71.20	NA	—	NA	—
Dodge Total	74,307	17.20	NA	—	249,003	57.63	43,045	9.96	NA	—	NA	—
Omni	20,519	14.40	NA	—	97,323	68.30	6,840	4.80	NA	—	NA	—
Aries	37,676	25.00	NA	—	80,927	53.70	2,713	1.80	NA	—	NA	—
Daytona	4,720	8.80	NA	—	22,098	41.20	23,760	44.30	NA	—	NA	—
Dodge 600	2,430	6.50	NA	—	26,653	71.30	5,645	15.10	NA	—	NA	—
Dodge 600 K-Body	1, 189	4.90	NA	—	12,977	53.50	7,786	32.10	NA	—	NA	—
Diplomat	7,773	32.90	NA	—	9,025	38.20	2,457	10.40	NA	—	NA	—
FORD MOTOR	292,837	16.15	19,712	1.09	773,204	42.64	578,538	31.90	NA	—	2,534	0.14
Ford Division	226,103	19.15	16,922	1.43	497,157	42.11	278,640	23.60	NA	—	NA	—
Escort	118,453	35.70	16,922	5.10	71,006	21.40	19,875	5.99	NA	—	NA	—
Mustang	3,537	2.50	NA	—	57,158	40.40	74,843	52.90	NA	—	NA	—
LTD	42,107	19.70	NA	—	132,734	62.10	26,547	12.42	NA	—	NA	—
Thunderbird	11,256	6.60	NA	—	53,008	31.08	97,531	57.08	NA	—	NA	—
Crown Victoria	9,641	11.20	NA	—	57,926	67.29	12,310	14.30	NA	—	NA	—
EXP	3,867	16.80	NA	—	8,677	37.70	8,332	36.20	NA	—	NA	—
Tempo	37,242	17.40	13,698	6.40	116,648	54.50	39,382	18.40	NA	—	NA	—
L-M Division	66,734	10.55	2,790	0.44	276,047	43.62	299,898	47.39	NA	—	NA	—
Mercury Total	33,367	7.02	2,790	0.59	228,749	48.12	189,795	39.92	NA	—	NA	—
Lynx	22,921	34.70	NA	—	21,865	33.10	7,398	11.20	NA	—	NA	—
Capri	165	0.80	NA	—	10,507	50.90	9,867	47.80	NA	—	NA	—
Marquis	2,803	2.60	NA	—	84,632	78.50	19,622	18.20	NA	—	NA	—
Cougar RX7	2,492	1.90	NA	—	37,908	28.90	87,622	66.80	NA	—	NA	—
Grand Marquis	NA	—	NA	—	38,756	42.90	50,862	56.30	NA	—	NA	—
Topaz	4,986	8.40	2,790	4.70	35,081	59.10	14,424	24.30	NA	—	NA	—
Lincoln Total	NA	—	NA	—	47,298	30.04	110,103	69.94	NA	—	2,534	—
Continental	NA	—	NA	—	2,498	8.20	27,970	91.80	NA	—	NA	—
Lincoln	NA	—	NA	—	38,198	40.80	55,424	59.20	NA	—	NA	—
Mark VI/VII	NA	—	NA	—	6,602	19.80	26,709	80.10	NA	—	2,534	7.60
GENERAL MOTORS	643,337	7.67	202,972	4.07	2,040,503	40.91	1,901,878	38.13	24,352	0.49	10,835	0.22
Buick Total	61,080	6.18	NA	—	531,225	53.77	415,248	42.03	NA	—	NA	—
Skylark	19,157	17.20	NA	—	72,121	6,485	18,929	17.02	NA	—	NA	—
Skyhawk	15,993	11.00	NA	—	88,690	61.00	37,802	26.00	NA	—	NA	—
Century	12,107	6.00	NA	—	129,712	59.00	75,889	35.00	NA	—	NA	—
Regal	8,991	4.00	NA	—	133,475	59.00	75,408	34.00	NA	—	NA	—
Buick	4,832	2.00	NA	—	94,258	41.00	126,683	55.00	NA	—	NA	—
Riveria	NA	—	NA	—	7,725	13.00	49,944	86.00	NA	—	NA	—
Electra (fwd)	NA	—	NA	—	5,244	15.00	30,593	85.00	NA	—	NA	—
Cadillac Total	NA	—	NA	—	90,677	30.20	195,441	65.08	11,805	3.93	83.00	2.76
Cimarron	NA	—	NA	—	6,701	30.60	15,153	69.20	NA	—	NA	—
Seville	NA	—	NA	—	6,557	16.40	33,322	83.31	NA	—	2,711	6.80
Eldorado	NA	—	NA	—	15,381	18.96	62,674	77.27	NA	—	4,839	5.97
Cadillac	NA	—	NA	—	62038	38.63	84,292	52.49	11,805	7.35	750	0.47
Chevrolet Total	390,873	21.19	195,121	10.58	595,968	32.31	471,893	25.58	NA	—	NA	—
Chevette	132,928	54.50	31,464	12.90	25,854	10.60	NA	—	NA	—	NA	—
Cavalier	105,013	22.70	81,420	17.60	166,078	35.90	55,513	12.00	NA	—	NA	—
Celebrity	50,131	16.20	39,369	12.70	151,586	49.00	54,751	49.00	NA	—	NA	—
Camaro	9,679	3.70	12,818	4.90	63,828	24.40	140,475	53.70	NA	—	NA	—
Citation	55,321	54.10	10,805	10.60	26,776	26.20	3,621	3.50	NA	—	NA	—
Malibu/El Camino	2,423	10.00	2,147	8.90	6,992	28.80	9,375	38.70	NA	—	NA	—
Monte Carlo	6,274	4.60	2,108	1.50	52,674	38.50	57,907	42.30	NA	—	NA	—
Chevrolet	29,104	10.50	14,990	5.40	101,356	36.70	99,786	36.10	NA	—	NA	—
Corvette	NA	—	NA	—	824	1.60	50,465	97.90	NA	—	52	0.10
Oldsmobile Total	112,233	9.81	NA	—	502,065	43.88	557,956	48.76	12,547	1.10	2,535	0.22
Omega	8,433	15.90	NA	—	34,045	64.30	9,882	18.70	NA	—	NA	—
Firenza	9,072	11.00	NA	—	54,269	65.80	17,897	21.70	NA	—	NA	—
Cutlass Supreme	8,965	2.90	NA	—	168,781	54.60	122,104	39.50	NA	—	NA	—
Cutlass Sierra	19,029	6.80	NA	—	151,716	54.00	107,336	38.20	NA	—	NA	—
Oldsmobile	NA	—	NA	—	79,590	21.47	267,535	72.17	11,640	3.14	2,372	.064
Toronado	NA	—	NA	—	13,664	28.40	33,202	69.00	907	1.90	163	0.30
Pontiac Total	79,151	11.13	7,851	—	320,568	45.08	261,340	36.75	NA	—	NA	—
6000	1,925	1.60	NA	—	65,381	53.50	46,267	37.90	NA	—	NA	—
2000 Sunbird	26,579	15.70	NA	—	99,373	58.70	30,472	18.00	NA	—	NA	—
1000	32,995	59.90	6,665	12.10	10,962	19.90	NA	—	NA	—	NA	—
Firebird	2,951	2.30	NA	—	45,933	35.80	70,696	55.10	NA	—	NA	—
Phoenix	7,967	34.90	1,186	5.20	9,788	42.80	2,534	11.10	NA	—	NA	—
Grd. Prix/Bon'vle	2,082	3.90	NA	—	32,907	61.80	14,158	26.60	NA	—	NA	—
Parisienne	749	2.90	NA	—	13,291	51.90	10,944	42.70	NA	—	NA	—
Fiero	3,903	2.90	NA	—	42,933	31.90	86,269	64.10	NA	—	NA	—
HONDA	NA	—	NA	—	NA	—	5,684	48.50	NA	—	NA	—
VOLKSWAGEN	NA	—	9,329	8.90	6,545	6.30	11,165	10.70	NA	—	NA	—
TOTAL CARS, U.S.	1,118,294	13.33	260, 374	3.10	3,547,576	42.29	2,732,921	32.58	24,352	0.29	13,369	0.16

OPTIONS/EQUIPMENT

Power Side Windows and Rear Window Defroster Installations

(By model year, units and % of total production)



POWER EQUIPMENT, GLASS OPTIONS ON 1984 U.S. MODELS

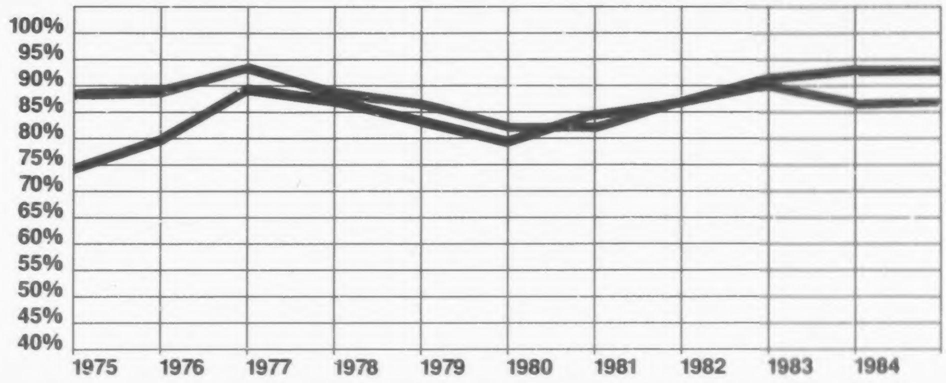
	Tinted glass	Percent of output	Power steering	Percent of output	Power brakes	Percent of output	Power side windows	Percent of output	Rear window defroster	Percent of output
AMERICAN MOTORS	152,143	72.93	99,122	47.51	208,624	100.00	1,936	0.93	147,878	70.88
Alliance	91,091	75.30	60,876	50.30	121,015	100.00	1,660	1.40	84,404	69.70
Encore	61,052	69.70	38,246	43.70	87,609	100.00	276	0.30	63,474	72.50
CHRYSLER CORP.	1,052,959	90.95	1,094,983	94.58	1,157,779	100.00	313,933	27.12	724,168	62.55
Plymouth Total	297,369	85.00	316,536	90.48	349,832	100.00	5,587	1.60	189,410	54.14
Horizon	118,470	80.10	118,913	80.40	147,902	100.00	NA	....	79,571	53.80
Reliant	164,214	87.70	182,938	97.70	187,245	100.00	3,370	1.80	100,176	53.50
Gran Fury	14,685	100.00	14,685	100.00	14,685	100.00	2,217	15.10	9,663	65.80
Chrysler Total	369,797	98.39	375,853	100.00	375,853	100.00	250,788	66.73	299,177	79.60
LeBaron	110,466	98.80	111,808	100.00	111,808	100.00	51,991	46.50	69,209	61.90
Laser	65,537	94.00	69,720	100.00	69,270	100.00	28,376	40.70	54,660	78.40
New Yorker/E-Class	105,709	99.50	106,240	100.00	106,240	100.00	82,336	77.50	87,223	82.10
Fifth Avenue	88,085	100.00	88,085	100.00	88,085	100.00	88,085	100.00	88,085	100.00
Dodge Total	385,793	89.28	402,594	93.17	432,094	100.00	57,558	13.32	235,581	54.52
Omni	120,122	84.30	116,703	81.90	142,494	100.00	NA	....	66,972	47.00
Aries	132,166	87.70	147,236	97.70	150,702	100.00	4,973	3.30	78,214	51.90
Daytona	49,660	92.60	53,635	100.00	53,635	100.00	20,059	37.40	39,636	73.90
Dodge 600K	23,916	98.60	24,013	99.00	24,256	100.00	12,007	49.50	9,145	37.70
Dodge 600E	36,297	97.10	37,381	100.00	37,381	100.00	13,195	35.30	26,092	69.80
Diplomat	23,626	100.00	23,626	100.00	23,626	100.00	7,324	31.00	15,522	65.70
FORD MOTOR	1,544,481	85.16	1,626,982	89.71	1,577,257	86.97	746,143	41.14	128.873	62.24
Ford Division	954,327	80.83	1,018,323	86.25	978,857	82.90	298,739	25.30	596,489	50.52
Escort	153,956	46.40	189,127	57.00	135,044	40.70	NA	....	118,785	35.80
Mustang	140,065	99.00	141,055	99.70	136,387	96.40	49,094	34.70	69,184	48.90
LTD	205,406	96.10	213,742	100.00	213,742	100.00	62,626	29.30	121,833	57.00
Thunderbird	167,311	98.10	170,551	100.00	170,551	100.00	126,549	74.20	111,029	65.10
Crown Victoria	84,793	98.50	86,084	100.00	86,084	100.00	51,909	60.30	54,491	63.30
EXP	14,661	63.70	8,654	37.60	23,016	100.00	NA	....	12,866	55.90
Tempo	188,135	87.90	209,110	97.70	214,033	100.00	8,561	4.00	108,301	50.60
L-M Division	590,154	93.26	608,659	96.18	598,409	94.56	447,404	70.70	532,384	84.13
Mercury Total	432,720	91.03	451,225	94.92	440,966	92.76	289,970	61.00	374,950	78.87
Lynx	31,377	47.50	43,002	65.10	31,641	47.90	NA	....	25,828	39.10
Capri	20,539	99.50	20,312	98.40	20,642	100.00	4,851	23.50	18,764	90.90
Marquis	106,842	99.10	107,812	100.00	107,812	100.00	80,967	75.10	96,384	89.40
Cougar	128,810	98.20	131,171	100.00	131,171	100.00	109,003	83.10	109,134	83.20
Grand Marquis	89,889	99.50	90,341	100.00	90,341	100.00	90,341	100.00	80,855	89.50
Topaz	55,263	93.10	58,587	98.70	59,359	100.00	4,808	8.10	43,985	74.10
Lincoln Total	157,434	100.00	157,434	100.00	157,434	100.00	157,434	100.00	157,434	100.00
Continental	30,468	100.00	30,468	100.00	30,468	100.00	30,468	100.00	30,468	100.00
Lincoln	93,622	100.00	93,622	100.00	93,622	100.00	93,622	100.00	93,622	100.00
Mark VII	33,344	100.00	33,344	100.00	33,344	100.00	33,344	100.00	33,344	100.00
GENERAL MOTORS	4,556,774	91.35	4,578,591	91.79	4,726,093	94.75	2,197,883	44.06	3,056,572	61.28
Buick Total	956,854	96.85	985,072	99.71	987,980	100.00	486,765	49.27	661,976	67.00
Skylark	102,778	92.42	111,211	100.00	111,211	100.00	13,266	11.92	75,916	68.26
Skyhawk	130,854	90.00	142,485	98.00	145,393	100.00	11,631	8.00	105,991	72.90
Century	215,021	98.00	219,858	100.00	219,858	100.00	103,507	47.00	157,384	72.00
Regal	221,437	99.00	224,754	100.00	224,754	100.00	114,951	51.00	115,430	51.00
LeSabre/Elec.(rwd)	228,901	100.00	228,901	100.00	228,901	100.00	185,547	81.00	160,725	70.00
Riviera	57,863	100.00	57,863	100.00	57,863	100.00	57,863	100.00	46,530	80.00
Cadillac Total	300,300	100.00	300,300	100.00	300,300	100.00	297,607	99.10	217,463	72.42
Cimarron	21,898	100.00	21,898	100.00	21,898	100.00	19,205	87.70	21,898	100.00
Seville	39,997	100.00	39,997	100.00	39,997	100.00	39,997	100.00	34,117	85.30
Eldorado	77,806	100.00	77,806	100.00	77,806	100.00	77,807	100.00	56,256	72.30
Cadillac	160,599	100.00	160,599	100.00	160,599	100.00	160,599	100.00	105,192	65.50
Chevrolet Total	1,557,325	84.43	1,620,778	87.87	1,621,050	87.89	453,635	24.60	1,038,409	56.30
Chevette	107,318	44.00	42,927	17.60	40,732	16.70	NA	....	92,196	37.80
Cavalier	373,467	80.73	440,869	95.30	462,612	100.00	4,349	9.40	230,381	49.80
Celebrity	293,824	95.00	309,288	100.00	309,288	100.00	58,146	18.80	187,738	60.70
Camaro	248,198	94.88	261,592	100.00	243,542	93.10	131,581	50.30	172,128	65.80
Citation	83,440	81.64	101,285	99.10	100,059	97.90	3,679	3.60	65,002	63.60
Monte Carlo	131,444	96.10	136,778	100.00	136,778	100.00	63,875	46.70	75,091	54.90
Chevrolet	268,087	96.96	276,492	100.00	276,492	100.00	140,458	50.80	167,831	60.70
Corvette	51,547	100.00	51,547	100.00	51,547	100.00	51,547	100.00	48,042	93.20
Oldsmobile Total	1,109,306	96.95	1,143,070	99.90	1,144,225	100.00	696,596	60.88	756,432	66.11
Omega	46,840	88.40	52,986	100.00	52,986	100.00	6,305	11.90	35,501	67.00
Firenza	71,258	86.40	81,320	98.60	82,475	100.00	5,608	6.80	49,073	59.50
Cutlass Supreme	304,487	98.50	309,124	100.00	309,124	100.00	146,525	47.40	157,344	50.90
Cutlass Ciera	267,920	95.40	280,839	100.00	280,839	100.00	119,357	42.50	196,868	70.10
88/98 (rwd)	370,701	100.00	370,701	100.00	370,701	100.00	370,701	100.00	272,095	73.40
Toronado	48,100	100.00	48,100	100.00	48,100	100.00	48,100	100.00	45,551	94.70
Pontiac Total	632,989	89.01	529,351	74.44	672,538	94.57	263,280	37.02	382,292	53.76
2000	144,235	85.20	162,349	95.90	169,290	100.00	17,606	10.40	89,724	53.00
1000	22,749	41.30	14,927	27.10	16,800	30.50	NA	....	28,313	51.40
Firebird	124,455	97.00	128,304	100.00	128,304	100.00	73,646	57.40	78,779	61.40
Phoenix	16,488	72.20	22,732	99.50	22,520	98.60	1,560	6.80	14,625	64.00
Gd.Prix/Bon.	52,781	99.20	53,222	100.00	52,222	100.00	30,102	56.60	17,219	32.40
Parisienne	25,522	99.60	25,624	100.00	25,624	100.00	18,959	74.00	11,810	46.10
Fiero	126,375	93.90	NA	....	134,585	100.00	60,159	44.70	56,929	42.80
6000	120,384	98.50	122.193	100.00	122,193	100.00	61,248	50.10	84,893	69.50
HONDA	117,200	100.00	108,644	92.70	117,200	100.00	NA	....	117,200	100.00
VOLKSWAGEN	104,301	100.00	9,394	9.00	104,301	100.00	NA	....	104,301	100.00
Total Cars, U.S.	7,527,858	89.73	7,517,696	89.61	7,891,254	94.06	3,259,895	38.86	5,278,992	62.92

OPTIONS/EQUIPMENT

Power Steering & Power Brake Installations

(By model year, units and % of total production)

■ Power Steering
■ Power Brakes



SEAT OPTIONS ON 1984 U.S. MODELS

	Bucket seats	Percent of output	Reclining seats	Percent of output	Split bench seats	Percent of output	Bench seats	Percent of output	Power seats	Percent of output
AMERICAN MOTORS	208,624	100.00	125,817	60.30	—	—	—	—	—	—
Alliance	121,015	100.00	76,844	63.50	—	—	—	—	—	—
Encore	87,609	100.00	48,973	55.90	—	—	—	—	—	—
CHRYSLER CORP.	537,270	46.40	720,971	62.27	204,079	17.62	639,666	55.24	249,619	21.56
Plymouth Total	162,132	46.34	166,082	47.47	4,713	1.34	187,699	53.65	2,136	0.61
Horizon	147,902	100.00	147,902	100.00	—	—	—	—	—	—
Reliant	14,230	7.60	14,230	7.60	—	—	173,014	92.40	1,123	0.60
Gran Fury	—	—	3,950	26.90	4,713	37.10	14,685	100.00	1,013	6.90
Chrysler Total	120,033	31.93	301,485	80.21	181,339	48.24	255,819	68.06	196,052	52.16
LeBaron	50,313	45.00	56,351	50.40	5,925	5.30	61,494	55.00	31,865	28.50
Laser	69,720	100.00	69,720	100.00	—	—	—	—	16,175	23.20
New Yorker-E Class	—	—	87,329	82.20	87,329	82.20	106,240	100.00	65,125	61.30
Fifth Avenue	—	—	88,085	100.00	88,085	100.00	88,085	100.00	82,887	94.1
Dodge Total	255,105	59.03	253,404	58.64	18,027	4.17	196,148	45.39	51,431	11.90
Omni	142,494	100.00	142,494	100.00	—	—	—	—	—	—
Aries	11,905	7.90	11,905	7.90	—	—	138,796	92.10	13,563	0.90
Daytona	53,635	100.00	53,635	100.00	—	—	—	—	20,059	37.40
Dodge 600	8,747	23.40	19,924	53.3	11,176	29.90	28,633	76.60	7,887	21.10
Dodge 600K	19,162	79.00	19,162	79.00	—	—	5,093	21.00	6,379	26.3
Diplomat	—	—	6,284	26.6	6,851	29.0	23,626	100.00	3,543	15.0
FORD MOTOR	1,164,949	64.23	1,677,776	92.51	540,987	29.83	75,241	4.14	617,604	34.05
Ford Division	877,721	75.18	1,120,358	94.88	217,744	18.44	75,241	6.37	193,133	16.35
Escort	331,802	100.00	331,802	100.00	—	—	—	—	—	—
Mustang	141,480	100.00	141,480	100.00	—	—	—	—	—	—
LTD	6,839	3.20	164,153	76.80	157,314	73.60	49,588	23.20	42,320	19.80
Thunderbird	170,551	100.00	170,551	100.00	—	—	—	—	97,384	57.10
Crown Victoria	—	—	75,323	87.50	60,430	70.20	25,653	29.80	48,293	56.10
EXP	23,016	100.00	23,016	100.00	—	—	—	—	—	—
Tempo	214,033	100.00	214,033	100.00	—	—	—	—	5,136	2.40
L-M Division	277,228	43.80	557,418	88.08	323,243	51.08	—	—	424,471	67.07
Mercury Total	277,228	58.31	427,905	90.01	165,809	34.87	—	—	267,037	56.17
Lynx	66,056	100.00	18,759	28.40	—	—	—	—	—	—
Capri	20,642	100.00	20,642	100.00	—	—	—	—	—	—
Marquis	—	—	107,812	100.00	75,468	70.00	—	—	75,468	70.00
Cougar	131,171	100.00	131,171	100.00	—	—	—	—	83,293	63.50
Grand Marquis	—	—	90,341	100.00	90,341	100.00	—	—	82,752	91.60
Topaz	59,359	100.00	59,180	99.70	—	—	—	—	25,524	4.30
Lincoln Total	—	—	129,513	82.26	157,434	100.00	—	—	157,434	100.00
Continental	—	—	30,468	100.00	30,468	100.00	—	—	30,468	100.00
Lincoln	—	—	72,837	77.80	93,622	100.00	—	—	93,622	100.00
Mark VII	—	—	26,208	78.60	33,344	100.00	—	—	33,344	100.00
GENERAL MOTORS	1,969,643	39.48	2,798,132	56.09	1,935,183	38.79	1,315,653	26.37	1,657,763	33.23
Buick Total	224,981	22.77	404,773	40.96	572,973	57.99	190,021	19.23	399,536	40.43
Skylark	16,479	14.81	24,989	22.46	31,976	28.75	62,756	56.20	6,323	5.68
Skyhawk	145,393	—	145,393	—	—	—	—	—	2,907	2.00
Century	32,978	15.00	63,758	29.00	134,113	61.00	52,765	24.00	65,957	30.00
Regal	17,980	8.00	47,198	21.00	150,585	67.00	56,188	25.00	71,921	32.00
LeSabre Electra (rwd)	—	—	86,982	38.00	210,588	92.00	18,312	8.00	194,565	85.00
Riviera	12,151	21.00	36,453	63.00	45,711	79.00	—	—	57,863	100.00
Cadillac Total	21,898	7.29	120,601	40.16	278,402	92.70	—	—	289,798	96.50
Cimarron	21,898	100.00	—	—	—	—	—	—	21,898	100.00
Seville	—	—	19,318	48.30	39,997	100.00	—	—	37,277	93.20
Eldorado	—	—	31,744	40.80	77,806	100.00	—	—	70,024	90.00
Cadillac	—	—	69,539	43.30	160,599	100.00	—	—	160,599	100.00
Chevrolet Total	1,080,741	58.59	1,164,147	63.11	286,208	15.51	477,465	25.88	301,320	16.33
Chevette	243,904	100.00	243,904	100.00	—	—	—	—	—	—
Cavalier	462,612	100.00	462,612	100.00	—	—	—	—	74,017	1.60
Celebrity	10,825	3.50	35,568	11.50	80,724	26.10	217,738	70.40	18,557	6.00
Camaro	261,592	100.00	261,592	100.00	—	—	—	—	44,993	17.20
Citation	10,322	10.10	10,322	10.10	—	—	91,882	89.90	—	—
Monte Carlo	39,939	29.20	39,939	29.20	46,778	34.20	50,060	36.60	10,805	7.90
Chevrolet	—	—	58,063	21.10	158,706	57.40	117,785	42.60	104,237	37.70
Corvette	51,547	100.00	51,547	100.00	—	—	—	—	48,711	94.50
Oldsmobile Total	138,535	12.10	536,935	46.92	696,378	60.86	586,886	51.29	599,370	52.38
Omega	8,318	15.70	10,703	20.20	—	—	44,667	84.3	2,702	5.10
Firenza	82,475	100.00	82,475	100.00	—	—	—	—	2,144	2.60
Cutlass Supreme	42,968	13.90	75,426	24.40	80,990	26.20	266,155	86.10	91,191	29.50
Cutlass Ciera	4,774	1.70	92,676	33.00	196,587	70.00	276,064	98.30	84,532	30.10
88/98 (rwd)	—	—	241,697	65.20	370,701	100.00	—	—	370,701	100.00
Toronado	—	—	33,958	70.60	48,100	100.00	—	—	48,100	100.00
Pontiac Total	503,488	70.79	571,676	80.38	101,222	14.23	61,281	8.61	67,739	9.52
2000	169,290	100.00	169,290	100.00	—	—	—	—	6,094	3.60
1000/	5,083	100.00	55,083	100.00	—	—	—	—	—	—
Firebird	128,304	100.00	128,304	100.00	—	—	—	—	13,215	10.30
Phoenix	4,340	19.00	5,254	23.00	—	—	18,391	80.50	548	2.40
Grd.Prix-Bon'vle	7,610	14.30	16,711	31.40	31,081	58.40	14,582	27.40	15,274	28.70
A6000	4,276	3.50	51,687	42.30	46,311	37.90	26,515	21.70	16,722	13.70
Parisienne	—	—	10,762	42.00	23,830	93.00	1,793	7.00	15,886	62.00
Fiero	134,585	100.00	134,585	100.00	—	—	—	—	—	—
HONDA	117,200	100.00	117,200	100.00	—	—	—	—	—	—
VOLKSWAGEN	104,301	100.00	104,301	100.00	—	—	—	—	—	—
Total Cars, U.S.	4,101,987	48.89	5,544,197	66.08	2,680,249	31.94	2,030,560	24.20	2,524,986	30.09

OPTIONS/EQUIPMENT

TRENDS IN TIRES, AIR CONDITIONING

Percentages of model-year production

Steel-Belted Radials

	Units	%
1984	7,349,298	87.6
1983	4,371,530	73.1
1982	3,947,008	69.1
1981	4,726,896	69.9
1980	4,927,895	68.9
1979	7,029,705	75.2
1978	6,765,427	73.9
1977	7,458,482	79.2
1976	6,345,337	76.1
1975	5,465,959	80.8

Glass-Belted Radials

	Units	%
1984	1,058,608	12.6
1983	1,600,992	26.7
1982	1,575,541	28.1
1981	2,012,336	29.7
1980	1,891,158	26.4
1979	1,581,983	16.9
1978	832,694	9.1
1977	381,934	4.0

White Sidewalls

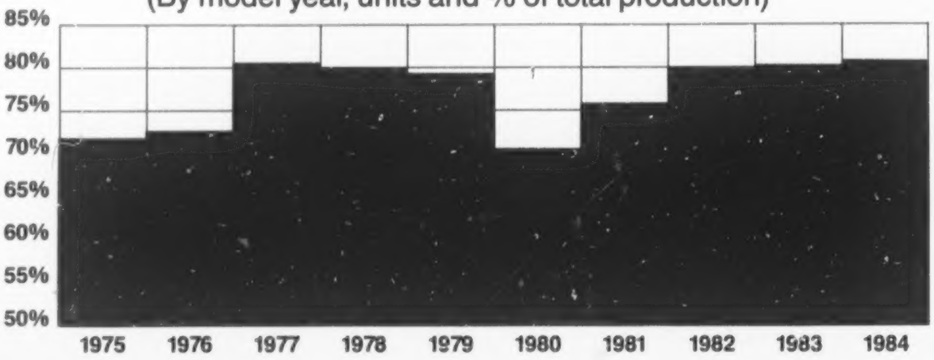
	Units	%
1984	2,558,142	30.4
1983	4,565,653	76.3
1982	3,408,972	59.7
1981	5.512,389	81.5
1980	6,140,605	85.9
1979	8,426,449	90.1
1978	8,315,505	90.9
1977	8,554,839	90.9
1976	7,024,113	84.2
1975	5,719,410	84.6

Air Conditioning

	Units	%
1984	6,857,866	82.7
1983	4,866,838	80.9
1982	4,585,627	80.2
1981	5,186,776	76.5
1980	5,181,365	72.5
1979	7,449,352	79.7
1978	7,352,117	80.4
1977	7,706,947	81.9
1976	6,244,961	74.9
1975	4 877,087	72.1

Air Conditioning Installations

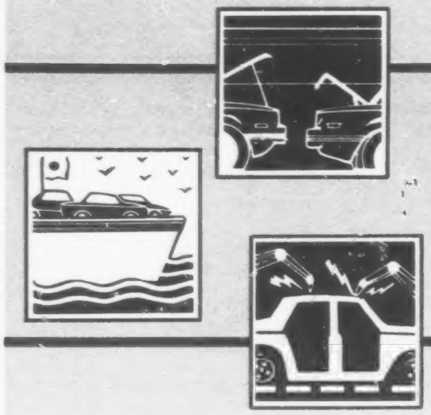
(By model year, units and % of total production)



AIR CONDITIONING, TIRE AND ELECTRONIC OPTIONS ON 1984 U.S. MODELS

	Air Conditioning	Percent of Output	Steel Belted Radials	Percent of Output	Glass Belted Radials	Percent of Output	White Sidewalls	Percent of Output	Speed Control	Percent of Output	Digital Clocks	Percent of Output	Electronic Inst. Cluster	Percent of Output
AMERICAN MOTORS	100,124	47.99	103,264	49.50	54,058	25.90	49,318	23.64	NA	....	99,184	47.54	NA	....
Alliance	62,228	51.42	64,016	52.90	56,998	47.10	33,037	27.30	NA	....	1,600	50.90	NA	....
Encore	37,896	43.26	39,248	44.80	48,360	55.20	16,295	18.60	NA	....	37,584	42.90	NA	....
CHRYSLER CORP	923,551	78.52	1,138,937	98.37	29,322	2.53	834,698	72.02	459,772	39.71	1,026,258	88.64	41,075	3.55
Plymouth Total	240,681	48.65	342,603	97.93	12,284	30.83	263,841	75.42	58,490	16.72	292,080	83.49	NA	....
Horizon	77,056	52.10	147,902	100.00	NA	....	89,924	60.80	9,762	6.60	127,639	86.30	NA	....
Reliant	149,983	80.10	186,683	99.70	5,617	0.30	165,899	88.60	44,190	23.60	152,605	81.50	NA	....
Gran Fury	13,642	92.90	8,018	54.60	6,667	45.40	8,018	54.60	4,538	30.90	11,836	80.60	NA	....
Chrysler Total	357,141	95.02	375,833	....	NA	....	306,133	....	278,800	74.18	361,485	96.18	39,788	10.59
LeBaron	105,546	94.40	111,808	100.00	NA	....	111,808	100.00	68,650	61.40	104,764	93.76	NA	....
Laser	59,820	85.80	69,720	100.00	NA	....	NA	....	39,531	56.70	66,373	95.20	30,120	43.20
NewYorker/E-Class	103,690	97.60	106,240	100.00	NA	....	106,240	100.00	86,586	81.50	102,263	96.60	9,668	9.10
Fifth Avenue	88,085	100.99	88,085	100.00	NA	....	88,085	100.00	84,033	95.40	88,085	100.00	NA	....
Dodge Total	325,729	73.61	420,481	....	17,038	....	264,724	....	122,428	28.35	372,693	86.25	1,287	.03
Omni	75,807	53.20	142,494	100.00	NA	....	66,972	47.00	12,682	8.90	124,687	87.50	NA	....
Aries	119,205	79.10	150,099	99.60	6,028	0.4	134,577	89.30	36,018	23.90	121,315	80.50	NA	....
Daytona	43,498	81.10	53,635	100.00	NA	....	NA	....	27,757	51.40	50,524	94.20	1,287	2.40
Dodge 600K	65,105	90.34	24,256	100.00	NA	....	22,000	90.70	13,583	56,000	21,952	90.50	NA	....
Dodge 600E	....	....	37,381	100.00	NA	....	28,559	76.40	23,700	63.40	34,690	92.80	NA	....
Diplomat	22,114	93.60	12,616	53.40	11,010	46.60	12,616	53.40	8,742	37.00	19,255	81.50	NA	....
FORD MOTOR	1,452,040	80.07	1,813,523	100.00	NA	....	1,296,030	71.46	1,010,932	55.74	1,010,277	55.71	133,716	7.37
Ford Division	875,848	74.18	1,180,708	100.00	NA	....	646,281	54.74	520,569	44.09	665,469	56.36	29,296	2.48
Escort	137,366	41.40	331,802	100.00	NA	....	60,056	18.10	28,203	8.50	50,434	15.20	NA	....
Mustang	113,467	80.20	141,480	100.00	NA	....	61,543	43.50	54,328	38.40	129,737	91.70	NA	....
LTD	205,406	96.10	213,742	100.00	NA	....	196,085	89.40	141,262	66.00	127,176	59.50	1,496	0.70
Thunderbird	165,093	96.80	170,551	100.00	NA	....	139,851	82.00	133,200	78.10	106,253	62.30	27,800	16.30
Crown Victoria	84,707	98.40	86,084	100.00	NA	....	75,065	87.20	67,576	78.50	49,718	47.30	NA	....
EXP	7,572	32.90	23,016	100.00	NA	....	3,959	17.20	1,611	7.00	23,016	100.00	NA	....
Tempo	162,237	75.80	214,033	100.00	NA	....	114,722	53.60	94,389	44.10	188,135	87.90	NA	....
L-M Division	576,192	91.05	632,815	100.00	....	....	501,750	79.29	....	....	....	....	....	....
Mercury Total	418,758	88.09	475,381	100.00	....	....	353,751	74.41	333,865	70.23	261,991	55.11	21,603	4.54
Lynx	29,923	45.30	66,056	100.00	NA	....	12,022	18.20	7,134	10.80	11,688	17.70	7,464	11.30
Capri	15,172	73.50	20,642	100.00	NA	....	7,699	37.30	4,872	23.60	20,642	100.00	NA	....
Marquis	106,410	98.70	107,812	100.00	NA	....	106,410	98.70	97,139	90.10	89,268	82.80	539	0.50
Cougar	129,072	98.40	131,171	100.00	NA	....	121,727	92.80	109,265	83.30	49,451	37.70	9,444	7.20
Grand Marquis	90,160	99.80	90,341	100.00	NA	....	90,341	100.00	88,625	98.10	53,843	59.60	4,156	4.60
Topaz	48,021	80.90	59,359	100.00	NA	....	15,552	26.20	26,830	45.20	37,099	62.50	NA	....
Lincoln Total	157,434	100.00	157,434	100.00	....	....	147,999	94.01	156,498	99.41	82,817	52.60	82,817	52.60
Continental	30,468	100.00	30,468	100.00	NA	....	30,437	99.90	30,468	100.00	30,468	100.00	30,468	100.00
Lincoln	93,622	100.00	93,622	100.00	NA	....	93,622	100.00	92,686	99.00	19,005	20.30	19,005	20.30
Mark VII	33,344	100.00	33,344	100.00	NA	....	23,940	71.80	33,344	100.00	33,344	100.00	23,344	100.00
GENERAL MOTORS	4,263,396	87.62	4,072,073	81.64	975,228	19.55	3,718,388	74.54	3,079,642	61.74	2,520,131	30.04	105,846	1.30
Buick Total	935,314	94.67	870,216	88.08	117,768	11.92	898,146	90.90	693,801	70.22	891,565	90.24	17,554	1.78
Skylark	97,791	87.93	111,211	100.00	NA	....	104,205	93.70	60,647	54.53	72,400	65.10	NA	....
Skyhawk	119,222	82.00	27,625	19.00	117,768	81.00	103,229	71.00	42,563	32.00	102,418	77.00	NA	....
Century	213,463	97.00	219,858	100.00	NA	....	202,269	92.00	166,520	76.00	171,885	78.00	4,985	2.00
Regal	220,363	98.00	224,754	100.00	NA	....	202,258	98.00	156,373	70.00	174,461	78.00	4,853	2.00
LeSabre/Elec.(rwd)	226,612	98.00	228,901	100.00	NA	....	228,901	100.00	209,835	92.00	210,314	92.00	NA	....
Riviera	57,863	100.00	57,863	100.00	NA	....	57,284	99.00	57,863	100.00	57,669	100.00	7,714	13.00
Cadillac Total	300,300	100.00	300,300	100.00	NA	....	285,599	95.10	300,300	100.00	300,300	100.00	NA	....
Cimarron	21,898	100.00	21,898	100.00	NA	....	7,664	35.00	21,898	100.00	21,898	100.00	NA	....
Seville	39,997	100.00	39,997	100.00	NA	....	39,997	100.00	39,997	100.00	39,997	100.00	NA	....
Eldorado	77,806	100.00	77,806	100.00	NA	....	77,339	99.40	77,806	100.00	77,806	100.00	NA	....
Cadillac	160,599	100.00	160,599	100.00	NA	....	160,599	100.00	160,599	100.00	160,599	100.00	NA	....
Chevrolet Total	1,464,695	79.411	1,295,520	70.24	619,142	33.57	1,190,905	64.57	802,455	43.51	657,875	35.67	88,292	4.79
Chevette	87,318	35.80	78,049	3.20	236,099	96.80	116,098	47.60	NA	....	NA	....	NA	....
Cavalier	332,155	71.80	79,569	17.20	383,043	82.80	313,651	67.80	117,503	25.4	172,554	37.30	NA	....
Celebrity	289,494	93.60	309,288	100.00	NA	....	246,503	79.70	187,009	60.50	161,234	52.10	NA	....
Camaro	227,585	87.00	261,592	100.00	NA	....	88,680	33.90	127,395	48.70	184,684	70.60	33,745	12.90
Citation	79,822	78.10	102,205	100.00	NA	....	56,928	55.70	26,810	26.20	NA	....	NA	....
Monte Carlo	128,024	93.60	136,778	100.00	NA	....	109,696	80.20	86,264	63.10	NA	....	NA	....
Chevrolet	268,750	97.20	276,492	100.00	NA	....	259,349	93.80	205,027	74.50	87,959	31.80	NA	....
Corvette	51,547	100.00	51,547	100.00	NA	....	NA	....	51,547	100.00	51,444	99.80	51,547	100.00
Oldsmobile Total	1,101,889	96.30	1,072,966	93.77	71,258	0.63	1,039,171	90.82	949,536	82.99	408,257	35.68	NA	....
Omega	42,760	80.70	52,986	100.00	NA	....	49,594	93.60	52,986	100.00	NA	....	NA	....
Firenza	64,825	78.60	11,216	13.60	71,258	86.40	67,794	82.20	23,623	28.30	NA	....	NA	....
Cutlass Supreme	305,415	98.80	309,124	100.00	NA	....	289,340	93.60	257,951	83.45	NA	....	NA	....
Cutlass Ciera	271,571	96.70	280,839	100.00	NA	....	261,742	93.20	206,555	73.50	NA	....	NA	....
88/98 (rwd)	369,218	99.60	370,701	100.00	NA	....	370,701	100.00	360,321	97.20	360,321	100.00	NA	....
Toronado	48,100	100.00	48,100	100.00	NA	....	[illegible],100	100.00	48,100	100.00	47,936	99.70	NA	....
Pontiac Total	461,198	78.31	533,071	74.96	167,060	23.49	[illegible]	42.83	333,550	46.90	359,481	50.54	19,235	2.90
2000 Sunbird	121,889	72.00	42,661	25.20	126,629	74.80	[illegible]	53.20	32,165	19.00	21,331	12.6	NA	....
1000	18,728	34.00	3,635	6.60	40,431	73.40	25,2[illegible]	45.80	NA	....	NA	....	NA	....
Firebird	121,119	94.40	128,304	100.00	NA	....	24,37[illegible]	19.00	61,842	48.20	111,240	86.7	NA	....
Phoenix	14,851	65.00	22,847	100.00	NA	....	14,024	61.40	5,701	25.00	NA	....	NA	....
Grand Prix/Bonneville	53,062	99.70	53,222	100.00	NA	....	51,253	96.30	34,687	65.00	3,726	7.0	NA	....
Parisienne	25,496	99.50	25,624	100.00	NA	....	24,958	97.40	23,532	71.00	NA	....	NA	....
Fiero	106,053	78.80	134,585	100.00	NA	....	NA	....	53,430	39.70	125,837	93.5	NA	....
6000*	....	....	122,193	100.00	NA	....	74,660	61.10	93,083	76.00	97,347	79.70	19,235	15.70
HONDA	42,426	36.20	117,200	100.00	NA	....	NA	....	NA	....	56,842	48.50	NA	....
VOLKSWAGEN	56,010	53.70	104,301	100.00	NA	....	6,258	0.60	2,920	2.80	NA	....	NA	....
Total Cars,U.S.	6,837,547	82.79	7,349,298	87.60	1,058,608	12.62	2,558,142	30.49	4,553,266	54.27	4,810,038	57.54	299,872	3.57

*119,910 6000s with air built in Canada



MANUFACTURERS

1984-1983 FINANCIAL RESULTS U.S. AUTO MAKERS

	1984 Sales in Billions	Profit (Loss) in Millions	1983 Sales in Billions	Profit(Loss) in Millions
American Motors	$ 4.22	$ 15.50	$ 3.40	($ 147)
Chrysler Corp.	$ 19.57	$2,380	$ 13.30	$ 701
Ford Motor Co.	$ 52.37	$2,907	$ 44.50	$1,867
General Motors Corp.	$ 83.89	$4,517	$ 74.60	$3,730
Total	$160.05	$9,819.5	$135.8	$6,151

U.S. CORPORATE PROFITS

(dollars in billions)

	Profits Before Tax			Motor Vehicle & Equipment % of	
Year Quarter	Motor Vehicle & Equipment Manufacturers	Total Manufacturers	Total U.S. Profits	Total Manufacturer Profits	Total U.S. Profits
1970	1.2	26.6	68.9	4.5	1.7
1971	5.0	34.1	82.0	14.7	6.1
1972	5.9	40.7	94.0	14.4	6.3
1973	5.7	45.5	105.6	12.5	5.4
1974	0.1	39.0	96.7	0.3	0.1
1975	1.9	52.6	120.6	3.6	1.6
1976	7.2	69.2	151.6	10.4	4.7
1977	9.4	78.3	178.5	12.0	5.3
1978	8.9	86.9	205.1	10.2	4.3
1979	4.7	85.6	209.6	5.0	2.1
1980	-3.8	72.9	191.7	0.0	0.0
1981	0.3	84.9	197.6	0.4	0.2
1982	0.8	54.5	156.0	1.5	0.5
1983	7.4	65.2	192.0	11.4	3.9

SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis; MVMA.

AUTO MAKERS' FINANCE COMPANIES 1984 FINANCIAL RESULTS

(Dollars in millions)

	American Motors Financial Corp.	Chrysler Financial Corp.	Ford Motor Credit Corp.	General Motors Acceptance Corp.
1984 Revenue	$57.4	$16,600	$42,300	$29,500
Percentage Change from 1983	106%	50%	21%	10%
1984 Net Income	$4.8	$83.1	$310.4	$748.8
Percentage Change from 1983	134%	75%	6%	(22)%
1984 Percentage of Retail Sales Financed	6%	19%	25%	28%
1983 Percentage of Retail Sales Financed	6%	17%	31%	41%

Overseas vehicle makers, coachbuilders

Following is a list of overseas makers of production cars and trucks and coach builders. See Automotive Industry Roster, which begins on Page 129, for U.S. and Canadian companies.

A.C. CARS LTD., Summer Road, Thames Ditton, Surrey KT7 ORD, Great Britain. Products: Race cars.

ADAM OPEL AG, 6090 Russelsheim, Federal Republic of West Germany. Parent company: General Motors Corp. Products: Opel passenger cars

ALFA ROMEO S.p.A., Arese, Milan, Italy. Products: Alfa Romeo cars, race cars.

ALLARD MOTOR COMPANY LTD., 5305 Maingate Dr., Mississauga, Ontario, Canada. Products: Automobiles, race cars.

AMI-TOYOTA, 155 Bertie St., Port Melbourne, Victoria, Australia. Products: Cars, light trucks, engines, panels.

ARGYLL TURBO CARS LTD., Minnow House, Lochgilphaed, Argyll, Scotland.

ASTON MARTIN LAGONDA LTD., Tickford St. Newport Pagnell, Bucks, MK 9AN, Great Britain. Products: Touring and competition cars.

ASTON MARTIN TICKFORD, 58 Tanners Dr., Blakelands North, Milton Keynes MK14 5BW, Great Britain. Products: Coaches.

ATLANTIS MOTOR COMPANY LTD., Little London, Northwold, Thetford, Norfolk, Great Britain. Products: Vintage replicars.

AUDI NSU AUTO UNION AG, Postfach 220, D-8070 Ingolstadt, Federal Republic of West Germany. Products: Audi cars.

AURORA CARS LTD., 36 Shelley Rd., Richmond Hill, Ontario L4C 5G3, Canada. Products: Automobiles.

AUTOBIANCHI, Lancia, v. V. Lancia 27, 10141 Turin, Italy. Products: Lancia cars.

AUTOKRAFT LTD., Unit 815, Brooklands Industrial Park, Weybridge, Surrey, U. K.

AUTOMOBILE APAL S.A., rue de la Fontaine 25, B-4570 Blegny (Belgium). Products: Automobiles.

AUTOMOBILES CITROEN, 62 Blvd Victor Hugo, Neuilly sur Seine 92208 Cedex, France. Parent company: Peugeot S.A. Products: Citroen cars.

AUTOMOBILES DANGEL S.A., 5 rue du Canal, 68780 Sentheim, France. Products: Automobiles.

AUTOMOBILES PEUGEOT, 75 Av. de la Grande Armee, Paris 75016, France. Parent company: Peugeot S.A. Products: Peugeot cars.

AUTOMOBILES STIMULA S.a.r.l., Chemin de Sacuny, 69530 Brignais, France. Products: Replicars, Bugatti 55.

AUTOMOVILES TALBOT S.A., Apdo 140, Madrid 21, Spain. PSA Peugeot owns controlling interest. Product: Automobiles.

AUTOS y MAQUINAS del ECUADOR S.A., Casilla 370-A, Quito, Ecuador. Product: Cars, race cars.

AVON COACHWORK LTD., Ladbroke House, Millers Rd. Warwoik CV34 5AP, Great Britain. Products: Coaches.

ASLK-AVTOMOBILNY ZAVOD IMENI LENINSKOGO KOMSOLA, Avtoexport, Ul. Volkhonka 14, Moscow 119902, U.S.S.R. Products: Automobiles.

(KAROSSERIE) BAUER GmbH, Poststr. 40-62, 7 Stuttgart 1, Berg, Federal Republic of West Germany. Products: Coaches.

BAYERISCHE MOTOREN WERKE AG, P.O.B. 400240, 8 Munich, Landshut, Dingolfing, Federal Republic of West Germany. Products: BMW cars.

BEAUJARDIN, 235 W. Sherbrooke, Suite 1104, Montreal, P.Q. H2X 1X8, Ontario, Canada. Products: Prototype cars, race accessories.

BEIJING AUTOMOBILE WORKS, Chuihangliu, Chaoyangqu, Beijing, People's Republic of China. Products: Automobiles; light-duty, cross-country vehicles; Models — BJ-212, BJ-212A and BJ-212E; JingGang-Shan, Beijing and DongFangHong lines.

BENTLEY MOTORS LIMITED, Crewe, Ches. CWI, 3 Pl. Great Britain. Parent company: Rolls-Royce Ltd. Products: Automobiles.

BERTONE (Carrozzeria) S.p.A., c.s.o. Peschiera 223, Turin, Italy. Products: Small and medium-series car bodies, prototypes, Bertone automobiles.

BITTER-AUTOMOBILE GmbH & Co. KG, Berliner Str. 57, 5830 Schwelm, Federal Republic of Germany. Products: Specialty automobiles.

BL P.l.c., (British-Leyland) 35/38 Portman Square, London WIH OHQ, Great Britain. Products: Automobiles — Austin, Morris, MG, Rover, Triumph, Daimler and Land Rover.

BMW (South Africa) (Pty) Ltd., Andre Greyvenstein Rd, Isando 1600, South Africa. Products: BMW cars.

C.E.D.R.E.-SEVE, 31310, Montesquieu Volvestre, France. Products: Electric cars.

CHANGCHUN AUTOMOBILE PLANT, Dongfent Dajie, Chaoyangqu, Changahun, Ji Lin Province, People's Republic of China. Products: Hong Qi cars.

CLANCY, 210 Kooyong Rd., Toorak, Victoria, Australia. Products: Coaches.

CLASSIC-CAR JANSSEN, Am Raffelberg 4, D-5880 Ludenscheid, Federal Republic of West Germany. Products: Replicars.

CLASSIC-CAR-OLDTIMERBAU, Otto-Lilienthal-Str. 14, D-64000 Fulda, Federal Republic of West Germany. Product: Replicars.

COLEMAN-MILNE P.l.c., Colmil Works, Wigan Rd., Hart Common, Westhoughton, Bolton, BL5 2EE, Great Britain. Products: Limousines.

COMPANHIA INDUSTRIAL SANTA MATILDE Inc. Co., Rua Buenos Aires 100, Rio de Janeiro, 20070, Brazil. Products: Automobiles.

CRAYFORD ENGINEERING GROUP, High Street, Westerham, Kent, Great Britain. Products: Convertibles, estate cars and cross-country vehicles.

CUSTOCA, 8714 Kraubath/Mur 55, Austria. Products: Automobiles.

DAEWOO MOTOR COMPANY Ltd., 199 Cheong-Cheon-Dong, Bug-gu, Incheon, Korea. Products: Automobiles.

DAIHATSU MOTOR COMPANY Ltd., 1-1 Daihatsu-cho, Ikeda-shi Osaka, Japan. Products: Cars, electric cars, buses, trucks.

DAIMLER-BENZ AG, Mercedes-Strasse 136, 7 Stuttgart, Federal Republic of Germany. Products: Mercedes-Benz automobiles.

DE TOMASO MODENA S.p.A. AUTOMO-

Continued on Page 72

FINANCIAL RESULTS FOR JAPAN'S AUTO MAKERS

	Yen Sales (In Billions)	Dollar Sales (In Millions)	Percent Change	Net Income Yen (Billions)	Net Income Dollars (Millions)	Percent Change	Total Unit Sales	Percent Change	Overseas Unit Sales	Percent Change
TOYOTA—For fiscal year ended June 30, 1984	5,909.0	$25,145	+11.0%	294.8	$1,255	+29.2%	3,372,429[1]	+ 6.0%	1,710,352	+ 4.6%
NISSAN—For fiscal year ended March 31, 1984	3,460.1	14,724	+ 8.5	70.5	300	− 26.1	2,499,368[2]	+ 1.5	1,383,007	+ 3.1
HONDA—For fiscal year ended Feb. 29, 1984	2,374.0	10,102	+ 6.5	95.6	407	+ 32.3	1,122,000[3]	− 0.6	718,000	+ 0.7
MAZDA—For fiscal year ended Oct. 31,1984	1,413.8	5,845	+ 5.0	29,673	121	+ 15.7	1,331,541[4]	− 0.8	781,716	+ 2.8
MITSUBISHI—For 1983 fiscal year ended March 31, 1984	1,173.6	4,994	− 10.6	5.5	24	− 56.1	1,044,100[5]	+ 1.1	492,600	+ 5.7
ISUZU—For fiscal year ended Oct. 31,1983	684.6	2,913	− 4.8	5.3	22	− 12.4	377,373[6]	− 11.1	194,030	− 17.3
FUJI HEAVY INDUSTRIES[7]—For fiscal year ended March 31,1984	602,735	2,696	+ 3.9	15,184	68	+ 6.0	628,000	+ 5.8	314,000	+ 1.7

Notes: (1) Excludes CKD kits which totaled 156,800, up 39.4 percent from the previous year. (2) Excludes CKD kits which totaled 224,740 up 39.8 percent from the previous year. (3) Includes automobiles, not motorcycles. (4) Includes 182,220 CKD kits. (5) Includes 69,500 CKD kits. (6) Includes 32,850 CKD kits. (7) Parent company of Subaru of America. For its 1984 fiscal year ended Oct. 31, 1984, net income for Subaru, an importer and distributor, amounted to $60 million, up 21.2 percent from the previous year. Sales Totaled $1.2 billion, up 11.1 percent from 1983. Dollar figures translated at the current rate during the fiscal period: approximately 235 yen equals $1. Unit sales represent passenger cars only.

MANUFACTURERS

Overseas vehicle makers, coachbuilders

Continued from Page 71

BILI, v. Emilia Ovest 1250, Modena, Italy. Products: Automobiles.

DONKERVOORT, Laan van Niftarlake 10, 3612 BS Tienhoven (Utr.), The Netherlands. Products: Automobiles.

DUTTON CARS LTD., 53 Broadwater St., Worthing, W. Sussex BN14 9BY, Great Britain. Products: Dutton cars.

EL-NASR AUTOMOTIVE MANUFACTURING CO., Wadi-Hof, Helwan, Egypt. Products: Automobiles.

ENFIELD, Electricity Council, Millbank, London SW1P 4 RD, Great Britain. Products: Electric cars.

ENVEMO-ENGENHARIA DE VEICULOS E MOTORES, Rua Olimpiadas, 237 Vila Olimpia, SP, Brazil. Products: Cars, off-road vehicles, race engines.

FABRYKA SAMOCHODOW MALOLITRAZOWYCH, ul. Sarni Stok 93, 43-300 Bielsko-Biala, Poland. Products: Cars; 126, Syrena models.

FABRYKA SAMOCHODOW OSO-BOWYCH, ul. Stalingradzka 50, Warsaw, Poland. Products: Automobiles.

FAIRCLOUGH ELECTRIC VEHICLES LTD., Unit 3, Opportunities Centre, Halesfield 14, Telford, Shropshire, Great Britain. Products: Electric cars.

FARUS Ltda INDUSTRIA DE VEICULOS ESPORTIVOS, Rua Divisa Nova, 30-A, Salgado Fiho, Belo Horizonte, Minas Gerais, Brazil. Products: Automobiles.

FASA-RENAULT, Arco de Ladrillo 58, Valladolid, Spain. Products: Automobiles.

FERRARI Societa per azioni, Esercizio Fabbriche Automobili e Corse, vl. Trento Trieste 31, 41100 Modena, Italy. Products: Racing and GT cars.

FIAT AUTO S.p.A., corso Agnelli 200, Turin, Italy. Products: Cars: Fiat, Abarth, Autobianchi, Lancia.

FIAT AUTOMOVEIS S.A., Rodovia Fernao Dias, km 429, 32500 Betim, Minas Gerais, Brazil. Products: Alfa Romeo and Fiat cars.

FORD BRASIL S.A., Av. Rudge Ramos 1501 Sao Paulo, Brazil. Parent company: Ford Motor Co. Products: Ford cars.

FORD MOTOR ARGENTINA S.A., Central 696, Buenos Aires, Argentina. Parent company: Ford Motor Co. Products: Automobiles.

FORD MOTOR CO. (JAPAN) LTD., Toranmon 37 Mori Bldg, 5-1 Toranomon 3 chome, Minato-ku, Tokyo, Japan. Parent company: Ford Motor Co. Products: Importer in Japan of Ford automobiles and exporter to Australia and New Zealand of Mazda automobiles; Models — Laser, Telstar.

FORD MOTOR COMPANY OF AUSTRALIA LTD., Private Bag 6, Campbellfield, Victoria, Australia. Products: Cars; Models — Laser, Telstar.

FORD MOTOR COMPANY OF SOUTH AFRICA, 55 Albany Rd., Port Elizabeth, 6001, South Africa. Parent company: Ford Motor Co. Products: Automobiles, race cars.

FORD WERKE AG, Ottoplaz 2, Koln-Deutz, Federal Republic of West Germany. Parent company: Ford Motor Co. Products: Automobiles

FUJI HEAVY INDUSTRIES, LTD., 7-2, Nishi-Shinjuku 1-chome, Shinjuku-ku Tokyo, Japan. Products: Subaru cars; trucks.

GAZ-GORKOVSKI AVTOMOBILNY ZAVOD, Avtoexport, II. Volkhonka, 14, Moscow 119902, U.S.S.R. Products: Automobiles.

GHIA S.p.A., v. A. da Montefeltro 5. 10134, Turin, Italy. Products: Automobiles, coaches.

GENERAL MOTORS DO BRASIL, Av. Golias 1805, Sao Caetano do Sul, Sao Paulo, Brazil. Parent company: General Motors Corp. Products: Chevrolet automobiles.

GENERAL MOTORS-HOLDEN'S Pty Ltd., 241 Salmon St., Fishermens Bend, Melbourne, Victoria, Australia. Parent company: General Motors Corp. Products: Automobiles.

GENERAL MOTORS SOUTH AFRICAN (Pty) LTD., Kempston Rd., Port Elizabeth, South Africa. Parent company: General Motors Corp. Products: Opel automobiles.

GIANNINI AUTOMOBILI S.p.A., v. Idrovore della Magliana 57, Rome, Italy. Products: Automobiles; variations of Fiat cars.

GINETTA CARS LTD., West End Works, Witham, Essex, GMB 1BE, Great Britain. Products: Automobiles including G.25 model.

G. P. VEHICLES, Unit 7 Worton Hall, Worton Rd., Isleworth, Middlesex TW7 6ER, Great Britain. Products: Automobiles.

GLENFROME ENGINEERING LTD., Imperial works Hudds Vale Rd., St. George, Bristol BSS 7 HY, Great Britain. Products: Coaches.

GRAND PRIX METALCRAFT LTD., 2-3 Thane Works, Thane Villas, London, N. 7, Great Britain. Products: Deetype Replica and Desande Roadster.

GROUP LOTUS CARS COMPANIES P.l.c., Norwich, NR14 8EZ, Great Britain. Products: Automobiles, race cars.

GURGEL S. A. INDUSTRIA E. COMERCIO DE VEICULOS, Rod. Washington Luiz, km 171, 13500 Rio Claro, S.P., Brazil. Products: Automobiles.

HINDUSTAN MOTORS LTD., Birla Bldg., 9/1 R.N. Mukherjee Rd., Calcutta 1, India. Products: Cars, 4WD vehicles.

HINO MOTORS, LTD. 1-1, Hinodai 3-chome, Hino-shi, Tokyo, Japan. Products: Buses, trucks.

HONDA MOTOR CO., LTD., 27-8, Jingumae 6-chome, Shibuya-ku, Tokyo, Japan. Products: Cars, trucks, motorcycles.

HYUNDAI MOTOR COMPANY, 140-2, Ke-Dong, Chongro-Ku, Seoul, Korea. Products: Automobiles; Models — Pony, Stellar.

INNOCENTI, NUOVA, S.p.A., v. Rubattino 37, Milan, Italy. Products: Automobiles.

INTREPRINDEREA DE AUTOTURISME PITESTI, Pitesti 0300, Colibasi, Jud. Arges., Romania. Products: Automobiles.

INTREPRINDEREA MECANICA MUSCEL, Cimpulung Muscel, Jud. Arges, Romania. Products: Aro model automobiles.

ISUZU MOTORS LTD., 22-10, Minami-Oi6-chome, Shinagawa-ku, Tokyo, Japan. Products: Cars, buses, trucks.

ITAL DESIGN SIRP S.p.A., v. A. Grandi 11, 10024 Moncalieri, Turin, Italy. Products: Automobile styling; model and prototype construction.

JEHL-AR-STUDIO XAVER JEHLE, Specki 14, 9494 Schaan, Liechtenstein. Products: Coaches.

JOHN BRITTEN GARAGES LTD., Barnet Rd., Arkley, Barnet, Herts., Great Britain. Products: Arkley automobiles.

KOUGAR CARS LTD., Overlook, Budletts, Uckfield, Sussex TN22 2EA, Great Britain. Products: Automobiles.

LAFER S.A. INDUSTRIA E COMERCIO, Rua Lavapes 6, 01519 Sao Paulo, Brazil. Products: Automobiles, replicars including 1952 MG TD.

LAM-BORGHINI, NUOVA AUTOMOBILI FERRUCCIO S.p.A., v. Modena 1b, 40019 S. Agata Bolognese (Bologna), Italy. Products: Automobiles.

LANCIA, v. Vincenzo Lancia 27, Turin, Italy. Products:Automobiles.

LAWIL S.p.A., Costruzioni Meccaniche Automobilistiche, v. Maretti 29, Varzi (Pavia), Italy. Products: Automobiles.

LEDL GmbH, Pottendorfer Str. 73, A-2523 Tattendorf, Austria. Products: Automobiles including Europa 2001 and Tanga.

LENHAM MOTOR CO., 47 West St., Harrietsham, Kent ME17 1HX, Great Britain. Products: Sports cars.

LOGICAR AS, Otto Werk Design, Bymarkasvej 4, Stevnstrop, DK 8870 Langaa, Denmark. Products: Automobiles, prototypes.

(THE) LYNX CO., Lynx Engineering, Unit 8, Castleham Rd., Castleham Industrial Estate, St. Leonards-on-Sea, East Sussex TN 38 9NR, Great Britain. Products: Automobile prototypes; low-volume performance cars.

MARCOS, 153 West Wilts Trading Estate, Westbury, Wilts, Great Britain. Products: Automobiles.

MASERATI, OFFICINE ALFIERI, S.p.A., v. Ciro Menotti 322, Modena, Italy. Products: GT and racing cars.

MAZDA MOTOR CORP., 3-1, Shinchi, Fuchu-cho, Aki-gun, Hiroshima Pref., Japan. Products: Cars, electric cars, buses, trucks.

MICHELOTTI, (Studio Tecnica Design Carrozzeria), strada dei Boschi 8, 10092 Beinasco, Turin, Italy. Products: Coaches for custom-made cars.

MIDAS CARS LTD., St. Lukes Rd. Corby, Northants, NNI8 8 AJ, Great Britain. Products: Automobiles.

MITSUBISHI MOTORS CORP., 33-8, Shiba 5-chome, Minato-ku, Tokyo, Japan. Products: Cars, electric cars, buses, trucks.

MITSUBISHI MOTORS AUSTRALIA LTD., 1284 South Rd., Clovelly Park, S. Australia. Joint venture company of Mitsubishi Heavy Industries, (85 percent), and Chrysler Corp. Products: Automobiles.

MORGAN MOTOR COMPANY LTD., Pickersleigh Rd., Malvern Link, Worcs. WR14 2LL, Great Britain. Products: Automobiles.

MUGEN COMPANY LTD., 2-15-11 Hazaore machi, Asaka shi. Saitama ken. 351, Japan. Products: Coaches.

NISSAN DIESEL MOTOR CO., LTD., 1, Oaza 1-chome, Ageo-shi, Saitama Pref., Japan. Products: Buses, trucks.

NISSAN MOTOR CO., LTD., 17-1, ginza 6-chome, Chuo-ku, Tokyo, Japan. Products: Cars, electric cars, buses, trucks.

NISSAN AUSTRALIA Pty. Ltd., 250 Frankston Rd., Dandenong, Victoria, Australia. Products: Automobiles.

NOVA SPORTS CARS LTD., Bridge Garage, Huddersfield Rd., Mirfield Yorks, Great Britain. Products: Automobiles.

OB & D - DESIGN ASSOCIATES LTD., 67 Woodside, Ashby de la Zouch, Leics, LE6 5NU, Great Britain. Products: Automobiles.

OGLE DESIGN LTD., Birds Hill, Letchworth, Hertfordshire, SG6 IJA, Great Britain. Products: Automobile design and development; prototypes and models.

OLTCIT, Oltcit S.A., Craxiova, Romania. Products: Automobiles including Citroen.

OTOSAN A.S., P.K. 102, Kadikoy, Istanbul, Turkey. Products: Automobiles with fiberglass bodies and Ford engines.

PAYKAN, Iran National Mfg. Co., Service Dept., P.O. Box 2118 Teheran, Iran. Products: Automobiles.

PANTHER CAR COMPANY LTD., Canada Rd., Byfleet, Surrey, Great Britain. Products: Automobiles.

PEUGEOT S.A., 75 Av. de la Grande Armee, Paris 75116, France. Products: Peugeot, Talbot and Citroen automobiles.

PEUGEOT AUTOMOBILES NIGERIA, Turaki Ali House 3, Kanta Rd., Kaduna, Nigeria. Products: Automobiles.

PGE-PROGETTI GESTIONI ECOLOGICHE, via Rosellini 1, 20124 Milan, Italy. Products: Electric cars.

PININFARINA (Industrie) S.p.A., c. Stati Uniti 61, Turin, Italy. Products: Automobile bodies, Pininfarina automobiles.

PORSCHE, Dr. Ing, h.c.F., A.G., Porschestr. 42, 7 Stuttgart-Zuffenhausen, Federal Republic of Germany. Products: Automobiles.

PREMIER AUTOMOBILES LTD., THE, 92/93, Maker Towers F 9th floor, Cuffe Parade, Colaba, Bombay, 400005, India. Products: Automobiles.

PUMA INDUSTRIA DE VEICULOS S.A., Av. Presidente Wilson 4385, C.P. 42649, Sao Paulo, Brazil. Products: Automobiles, race cars.

Continued on Page 73

AUTOMOTIVE NEWS WORLD OUTLOOK

Generated by Data Resources Inc.

(In Millions)

	1983	1984	1985	1986	1987	1988	1989	1990
NEW CAR REGISTRATIONS								
Total Western Europe*	10,473	10,240	10,391	10,639	10,831	10,852	11,028	11,270
Germany	2,427	2,425	2,495	2,536	2,486	2,547	2,565	2,681
France	2,018	1,810	1,891	1,983	2,065	2,022	2,093	2,162
United Kingdom	1,792	1,733	1,698	1,742	1,782	1,724	1,768	1,809
Italy	1,582	1,629	1,662	1,645	1,676	1,702	1,712	1,693
Total U.S.	9,178	10,640	10,710	10,580	10,483	11,166	11,608	11,839
Asia-Pacific**	1,025	1,159	1,251	1,325	1,367	1,404	1,463	1,521
Japan	3,136	3,228	3,254	3,414	3,362	3,457	3,515	3,617
Total Africa-MidEast	1,271	1,242	1,305	1,450	1,575	1,635	1,603	1,645
Total Latin America	1,401	1,303	1,342	1,445	1,565	1,693	1,847	1,997
Total Eastern Bloc	2,085	2,118	2,155	2,222	2,302	2,366	2,407	2,457
CAR PRODUCTION								
Total Western Europe*	11,121	10,772	11,093	11,208	11,393	11,426	11,602	11,845
Germany	3,878	3,677	3,828	3,873	3,880	3,980	4,054	4,193
France	2,961	2,760	2,772	2,818	2,885	2,824	2,830	2,810
United Kingdom	1,045	981	1,016	1,001	1,010	995	1,028	1,050
Italy	1,396	1,493	1,504	1,498	1,518	1,521	1,562	1,594
Total North America	7,746	8,761	8,993	8,361	8,141	8,875	9,206	9,176
Asia-Pacific**	7,909	8,189	8,434	8,752	8,916	9,132	9,327	9,548
Japan	7,152	7,308	7,444	7,630	7,711	7,885	8,051	8,229
Total Latin America	1,113	1,094	1,144	1,247	1,407	1,559	1,670	1,826
Mexico	207	223	242	271	361	431	463	486
NEW TRUCK REGISTRATIONS								
Western Europe***	1,018	983	1,028	1,052	1,060	1,086	1,101	1,129
U.S.	3,161	4,164	4,373	4,342	4,390	4,537	4,624	4,767
TRUCK PRODUCTION								
Western Europe***	1,309	1,233	1,327	1,370	1,385	1,427	1,470	1,495
North America	2,971	4,017	4,166	4,004	3,991	4,122	4,232	4,421

*Includes Germany, France, United Kingdom, Italy, Netherlands, Belgium, Denmark, Ireland, Greece, Sweden, Norway, Finland, Switzerland, Austria, Spain and Portugal

**Includes Taiwan, South Korea Peninsular Malaysia, India, Australia and New Zealand but excludes Japan, which is listed separately

***Includes Germany, France, United Kingdom, Italy, Spain, Sweden, Netherlands and Belgium

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Overseas vehicle makers, coachbuilders

Continued from Page 72

QT-ENGENHARIA E EQUIPAMENTOS Ltda., Rua das Orquideas 451, Vila Marchi, Sao Bernardo do Camp, Sao Paulo, Brazil. Products: Automobiles.

RENAULT, REGIE NATIONALE DES USINES, 34 quai du Point du Jour, Boulogne Billancourt 92109, France. Products: Renault automobiles.

RELIANT MOTOR P.l.c., Two Gates, Tamworth, Staffs, Great Britain. Product: Automobiles, race cars.

RENAULT ARGENTINA S.A., Sarmiento 1230, Buenos Aires, Argentina. Products: Automobiles.

ROLLS-ROYCE MOTORS LTD., Crewe, Ches CWI 3 PL., Great Britain. Products: Rolls-Royce and Bentley automobiles.

RUSKA AUTOMOBILES B.V., 115-127 Lauriergracht, 101b RK Amsterdam, Holland. Products: Automobiles.

SAAB-SCANIA AB, Saab Car Division S-611 81 Nykoping, Sweden. Products: Cars, trucks, buses.

SBARRO-ATELIERS DE CONSTRUCTIONS AUTOMOBILES, ACA Atelier, 1411 Les Tuileries-de-Grandson, Switzerland. Products: Automobiles, coaches.

SCARLATTI CARS, 21 Koper St., Farramere, Benoni 1500, South Africa. Products: Coaches.

SEAT-SOCIEDAD ESPANOLA DE AUTOMOVILES DE TURISMO S.A., P. Castellana 278, Madrid, 16, Spain. Products: Automobiles.

SEMAL-SOCIEDADE ELECTRO MECANICA DE AUTOMOVEIS Ltda., Rua Nova de S. Mamede, 7-2, DT, 1296 Lisboa, Portugal. Products: Portaro automobiles.

SEVEL ARGENTINA S.A., Juramento 750, (1428) Capital Federal, Buenos Aires, Brazil. Products: Fiat and Peugeot automobiles.

SHANGHAI AUTOMOBILE WORKS, Luo Pu Rd., An Ting Town, Jiading County, Shanghai, People's Republic of China. Products: Automobiles.

SKODA-AUTOMOBILOVE ZAVODY NARODNI PODNIK, Trida Rude armady, mlada Boleslav, Czechoslovakia. Products: Automobiles.

SIPANI AUTOMOBILES LTD., 25/26 Industrial Suburb, Second Stage, Tumkur Rd., P.O.B. 2224, Banglore, 560022, India. Products: Automobiles.

(AUTOMOBILES) STIMULA Sarl, Chemin de Sacuny, 69530 Brignais, France. Products: Small-series replicars.

SUZUKI MOTOR CO., LTD., 300, Takatsuka, Kami-mura, Hamana-gun, Shizuoka Pref., Japan. Products: Cars, electric cars, trucks, buses.

TALBOT et Cie., 46 Av. de la Grande Armee, Paris 75016, France. Products: Automobiles.

TALBOT MOTOR COMPANY LTD., International House P.O.B. 712, Bickenhill Land, Birmingham, Great Britain. Controlling interest held by PSA Peugeot.Products: Automobiles.

TATRA NARODNI PODNIK, Tatra Koprivnice okres Novy Jioin, Czechoslovakia. Products: Automobiles, racing cars.

TEILHOL VOITURE ELECTRIQUE, Zone Industrielle La Masse, 63600 Ambert, France. Products: Electric cars.

TIMMIS MOTOR COMPANY LTD., 4351 Blenkinsop Rd., Victoria B.C., V8X2C3, Canada. Products: Replicars.

TMC-THOMPSON MANUFACTURING CO., (Wexford) Ltd., Castlebridge, Wexford, Ireland. Products: Engineering, design, development, manufacturing and consulting.

TOYOTA MOTOR CORP., 1, Toyota-cho, Toyota-shi, Aichi Pref., Japan. Products: Cars, trucks, buses.

TVR ENGINEERING LTD., Bristol Ave., Blackpool, Lancs, Great Britain. Products: Automobiles, race cars.

UAZ-ULIANOVSKY AVTOMOBILNY ZAVOD, Avtoexport, Ul. Volkhonka 14, Moscow 119902, U.S.S.R. Products: Automobiles.

VAUXHALL MOTORS LTD., Kimpton Rd., Luton, OSY, England. Parent company: General Motors Corp. Products: Automobiles.

VAZ-VOLZHSKY AVTOMOBILNY ZAVOD, Avtoexport, Ul. Volkhonka 14, Moscow 119902, U.S.S.R. Products: Lada automobiles.

VEB AUTOMOBILWERK EISENACH, Rennbahn 8, 59 Eisenach, German Democratic Republic. Products: Wartburg automobiles.

VEB SACHSENRING AUTOMOBILWERKE ZWICKAU, W. Rathenau Strasse, 95 Zwickau, German Democratic Republic. Products: Trabant automobiles.

VESSA, Societe d'Electricite Romande, Rue du Lac 18, 1815 Clarens, Switzerland.

VOLKSWAGEN ARGENTINA, S.A., Florencio Varela 1903, San Justo, Provincia Buenos Aires, Argentina. Products: Automobiles.

VOLKSWAGEN DO BRASIL S.A., v. Anchieta km 23.5, Sao Bernardo do Campo, Sao Paulo, CEP 09700, Brazil. Products: Automobiles.

VOLKSWAGEN OF NIGERIA LTD., km 17, Badagry Highway, Lagos, Nigeria. Products: Automobiles.

VOLKSWAGENWERK AG, D-3180 Wolfsburg, Federal Republic of West Germany. Products: Automobiles.

VOLVO CAR B.V., Steenovenweg 1, Helmond, The Netherlands. Minority interest held by Volvo Car Corp. Products: Volvo automobiles.

VOLVO CAR CORP., S-405, 08, Goteborg, Sweden. Products: Volvo automobiles.

YAMAHA MOTOR CO., LTD., 2500, Shingai, Iwata-shi, Shizuoka Pref., Japan. Products: Motorcycles.

YLN-YUE LOONG MOTOR CO. LTD., 150 Nanking East Rd., Sec II, Taipei, Taiwan. Products: Automobiles, Nissan sedan and light trucks.

ZAGATO CAR s.r.l., Arese, 20017 Terrazzano di Rho, Milan, Italy. Products: car bodies.

ZAZ-ZAPOROZHSKY AVTOMOBILNY ZAVOD, Avtoexport, Ul. Voikhonka 14, Moscos 119902, U.S.S.R. Products: Automobiles.

ZCZ-ZAVODI CRVENA ZASTAVA, Spanskih boraca 4, 34000 Kragujevac, Yugoslavia. Products: Automobiles.

ZIL, Avtoexport, Ul. Volkhonka 14, Moscow 119902, U.S.S.R. Products: Automobiles.

AFTER-TAX PROFIT RATIOS

Profits After Taxes as Percent of Sales

		Motor Vehicle Manufacturers	Automobile Manufacturers	All Manufacturing Corps.	Durable Goods Manufacturers	Non-Durable Goods Manufacturers
1970		2.6	2.6	4.0	3.5	4.5
1971		5.0	5.1	4.1	3.8	4.5
1972		5.3	5.5	4.3	4.2	4.4
1973		5.1	5.3	4.7	4.7	4.8
1974		2.0	1.9	5.5*	4.7*	6.4*
1975		1.8	1.8	4.6	4.1	5.1
1976		4.6	4.7	5.4	5.2	5.5
1977		4.8	4.8	5.3	5.3	5.3
1978		4.0	4.0	5.4	5.5	5.3
1979		2.7	2.4	5.7	5.2	6.1
1980		(3.9)	(4.0)	4.8	4.0	5.6
1981		(1.3)	(1.2)	4.7	4.3	5.1
1982		(1.3)	0.3	3.5	2.4	4.4
1983		4.1	4.5	4.0	3.1	4.8
1984	I	7.3	7.7	4.7	4.3	5.0
	II	7.6	7.9	5.2	5.1	5.3
	III	2.9	3.0	4.5	4.1	4.8

Notes: Motor vehicle manufacturers include American Motors, Chrysler Corp., Ford Motor Co., General Motors, International Harvester, and Paccar, Inc.

*—Not comparable to previous years.

SOURCE: Computed by the NVMA from the Economic Report of the President Transmitted to the Congress, February, 1983, and motor vehicle manufacturers' annual reports.

1985 Economic Predictions

	Marina v. N. Whitman General Motors	John V. Deaver Ford Motor Co.	Donald P. Hilty Chrysler
Total Motor Vehicle Sales	15 million	14.7 million	14.5 million
Passenger Car Sales	10.7 million	10.5 million	10.5 million
Truck Sales	4.3 million	4.2 million	4.0 million
U.S. Economic Growth measured by the GNP	3% or just under (pick up after first quarter)	1.5-3% Slow growth first half (1-2%); Pick up in the second half (2-4%)	3%
Inflation measured by the Consumer Price Index	5%	5%	4.7%
Interest Rates	Drop in early 85; move upward by end of first half	Drop in first half; move upward near year-end	Drop early in 85; move upward later in year
Unemployment Rate	7.4% same as in 84	7.4% same as in 84	7.4 % same as in 84
U.S. Dollar	No more appreciation, perhaps beginning of depreciation	Perhaps modest decline	Remain strong
Consumer Attitudes	Remain strong	Remain strong	Remain strong

U.S. MARKET OUTLOOK:

COMPOSITE OF CALENDAR-YEAR SALES FORECAST

1985

	Total Car	Imports	Domestics	Total Truck	Total Motor Vehicles
Davis	10.8	2.7	8.1	4.5	15.3
Fricke	10.9	2.7*	8.2	4.0	14.9
Hammond	10.7	2.6	8.1	4.1	14.8
Healy	10.6	2.7	7.9	4.1	14.7
Heinbach	10.5	2.7	7.8	4.2	14.7
Jouppi	12.0	2.5	9.5	3.5	15.5
Keller	10.4	2.5	7.9	3.7	14.1
Knight	11.2	2.8	8.4	4.0	15.2
Maher	10.8	2.8	8.0	4.0	14.8
O'Grady	10.3	2.7	7.6	3.7	14.0
COMPOSITE	10.9	2.7	8.2	4.0	14.9

*Domestics include automobiles built by Japanese companies on U.S. soil. However, Fricke counts American Honda as an import.

Legend: Arthur G. Davis, Prescott Ball & Turben; Philip Fricke, Goldman Sachs; John Hammond, Data Resources Inc.; David Healy, Drexel Burnham Lambert; Harvey Heinbach, Merrill Lynch Pierce Fenner & Smith Inc.; Arvid Jouppi, Arvid Jouppi Associates, Inc.; Mary Ann Keller, Vilas-Fischer Associates, Inc.; Ann Knight, Paine Webber Inc.; John Maher, Citicorp; Thomas O'Grady, Chase Econometrics.

January, 1985

U.S. EMPLOYMENT IN MOTOR VEHICLE & EQUIPMENT MANUFACTURING INDUSTRY

Motor Vehicle and Equipment Manufacturing Employment

					Total as % of	
	Total (000)	Autos (000)	Trucks (000)	Parts (000)	Manufacturing	Non Agricultural
1970	799.0	382.1	66.0	351.3	4.1	1.1
1971	848.5	420.2	67.7	361.1	4.6	1.2
1972	874.8	415.2	76.6	383.0	4.6	1.2
1973	976.5	461.6	85.0	429.9	4.8	1.3
1974	907.7	416.2	88.9	402.7	4.5	1.2
1975	792.4	375.3	64.7	352.5	4.3	1.0
1976	881.0	415.9	66.0	399.0	4.6	1.1
1977	947.3	443.0	72.6	426.5	4.8	1.1
1978	1,004.9	469.8	77.6	451.9	4.9	1.2
1979	990.4	463.0	80.8	441.1	4.7	1.1
1980	788.8	368.1	66.8	349.5	3.9	0.9
1981-	788.7	358.7	61.5	363.3	3.9	0.9
1982	704.8	321.3	51.4	325.4	3.7	0.8
1983	772.1	363.1	55.1	343.8	4.1	0.9
1984	866.4	388.5	72.6	387.9	4.4	0.9

Definitions: Autos—motor vehicles and car bodies (SIC 3711); Trucks—truck and bus bodies (SIC 3713) and truck trailers and motor homes (SIC 3715,6); Parts—motor vehicle parts and accessories (SIC 3714).

SOURCE: U.S Dept. of Labor, Bureau of Labor Statistics; MVMA.

U.S. Motor Vehicle and Parts Trade Percent of Total Merchandise Trade, GNP

Motor Vehicle and Parts

	Exports			Imports			
Year Quarter	Billions of Dollars	% U.S. Total Merchandise Exports	% U.S. Gross National Product	Billions of Dollars	% U.S. Total Merchandise Imports	% U.S. Gross National Product	Motor Vehicle & Parts Trade Deficit (Billions)
1970	4.1	9.5	0.41	5.9	14.7	0.59	1.8
1971	5.0	11.3	0.46	7.9	17.1	0.73	2.9
1972	6.0	12.0	0.51	9.6	17.0	0.80	3.6
1973	7.3	10.2	0.55	11.3	16.0	0.85	4.0
1974	9.3	9.4	0.65	12.4	12.0	0.86	3.1
1975	11.2	10.4	0.72	12.1	12.3	0.78	0.9
1976	12.6	10.9	0.73	16.8	13.6	0.98	4.2
1977	13.7	11.3	0.71	19.4	12.9	1.01	5.7
1978	16.2	11.3	0.75	25.1	14.4	1.16	8.9
1979	18.8	10.3	0.78	26.5	12.6	1.10	7.7
1980	17.9	8.1	0.67	28.0	11.4	1.06	10.1
1981	20.4	8.6	0.68	30.8	11.8	1.04	10.4
1982	17.5	8.2	0.57	34.3	14.1	1.12	16.8
1983	19.3	9.6	0.58	42.0	16.3	1.27	22.7

SOURCE: "Exports": Statistics Canada and U.S. Department of Commerce, Bureau of Industrial Economics. "Imports": U.S. Department of Commerce, Bureau of the Census.

MANUFACTURERS

AMERICAN MOTORS CORP.

(Dollars in Millions)

	1984	Change	1983
Sales	$ 4,215.2	29%	$ 3,271.7
Earnings (Loss) From Continuing Operations Before Taxes on Income	$ 15.5	$ 273.8	$ (258.3)
Net Earnings (Loss)	$ 15.5	$ 162.2	(146.7)
Worldwide Wholesale Units Sales			
Automobiles	248,955	(8%)	270,019
Jeep Vehicles	193,428	71%	113,443
Total	$442,383	15%	$383,462
General Expenses			
Selling, advertising and administrative	$ 295.0	10%	$ 267.6
Research and development	67.3	10%	60.9
Amortizaton of tools and depreciation of facilities	114.0	31%	87.0
Pension	65.4	30%	50.5
Interest	94.0	10%	85.5

AMERICAN MOTORS

Wholesale Unit Sales

	1984	1983
U.S. AND CANADA		
Automobiles	237,309	265,999
Jeep Vehicles	171,036	93,169
TOTAL	408,345	359,168
INTERNATIONAL		
Automobiles	11,646	4,020
Jeep Vehicles	22,392	20,274
TOTAL	34,038	24,294
TOTAL	442,383	383,462

CHRYSLER CORP.

Financial Highlights

	1984	1983
Unit Sales of Cars and Trucks:		
In the United States and Canada	1,966,027	1,441,922
Outside the United States and Canada	68,321	52,039
TOTAL WORLDWIDE	2,034,348	1,493,961
Net Sales (In millions of dollars)	$ 19,572.7	$ 13,263.8
Earnings from continuing operations (In millions of dollars)	$ 1,496.1	$ 301.9
Per share data-primary (In dollars):		
Earnings from continuing operations	$ 11.75	$ 2.35
Net earnings	$ 18.88	$ 5.79
At December 31 (In millions of dollars):		
Net current assets	$(135.8)	$(700.1)
Property, plant, equipment and tools less accumulated depreciation	$ 3,713.2	$ 3,055.0
Total assets	$ 9,062.7	$ 6,772.3

Payroll and Employment Data

	1984	1983
Worldwide Operations:		
Average number of employees	100,435	81,478
Total payroll (In millions)	$ 3,386.2	$ 2,446.9
U.S. Operations:		
Average number of employees	80,233	65,832
Total payroll (In millions)	$ 2,998.3	$ 2,179.3
Average total hourly labor costs per hour worked—including employee benefits	$ 21.67	$ 20.60
Average weekly hours worked—hourly employees	42.2	41.9
Average number of hourly employees	57,993	45,613
Number of retired employees receiving benefits under the company's pension plans	65,675	65,305

GENERAL MOTORS

Worldwide Faciory Sales
(Units in Thousands)

	CARS			TRUCKS & BUSES			TOTAL		
	1984	1983	1982	1984	1983	1982	1984	1983	1982
United States	4,338	3,996	3,147	1,338	1,123	895	5,676	5,119	4,042
Canada	549	539	335	277	263	230	826	802	565
Overseas†	1,485	1,606	1,388	269	242	249	1,754	1,848	1,637
TOTAL	6,372	6,141	4,870	1,884	1,628	1,374	8,256	7,769	6,244

†—Includes units which are manufactured overseas by other companies and which are imported and sold by General Motors and affiliates.

Percentage of Net INcome (Loss) Attributable to:

	1984	1983	1982
United States	86%	93%	111%
Canada	17	16	(3)
Overseas	(3)	(9)	(8)
TOTAL	100%	100%	100%
Automotive	100%	102%	101%
Nonautomotive	—	(2)	(1)
TOTAL	100%	100%	100%

Percentage of Worldwide Dollar Sales and Revenues Attributable to:

	1984	1983	1982
United States	76%	74%	72%
Canada	13	13	11
Overseas	11	13	17
TOTAL	100%	100%	100%
Automotive	96%	96%	94%
Nonautomotive	4	4	6
TOTAL	100%	100%	100%

FORD MOTOR CO.

Financial Highlights

	1984	1983
Dollar Sales (in millions)		
Automotive	$48,513	$40,971
All other	3,853	3,848
Total	$52,366	$44,455
Net income (in millions)	$2,907	$1,867
A share	$15.79	$10.29
A share assuming full dilution	$14.92	$9.64
Cash dividends a share	$2.00	$0.50
After-tax return on sales	5.65	4.3
Taxes (in millions)		
Provision for income taxes	$1,329	$270
Other taxes (including social security and unemployment compensation	1,253	1,191
Total taxes	$2,582	$1,461
A share	$14.03	$8.05
Investment		
Capital expenditures (in millions)	$3,515	$2,333
Cash and marketable securities at Dec. 31 (in millions)	$5,943	$3,152
Working capital at Dec. 31 (in millions)	$1,363	$503
Stockholders equity at Dec. 31 (in millions)	$9,838	$7,545
Stockholders equity a share at Dec. 31	$52.86	$41.23

FORD MOTOR FACTORY SALES

U.S. and Canadian Cars and Trucks*

	1984	1983	1982	1981	1980	1979	1978
Cars							
United States	2,047,671	1,671,837	1,270,519	1,385,174	1,397,431	2,044,461	2,632,190
Canada	167,295	143,425	118,721	148,515	162,576	236,437	248,285
Total cars	2,214,966	1,815,262	1,389,240	1,533,689	1,560,007	2,280,898	2,880,475
Trucks**							
United States	1,238,928	993,874	803,484	716,648	753,195	1,183,016	1,458,132
Canada	94,552	69,409	70,120	104,136	109,006	160,160	153,955
Total trucks	1,333,480	1,063,283	873,604	820,784	862,201	1,343,176	1,612,087
Total cars and trucks	3,548,446	2,878,545	2,262,844	2,354,473	2,422,208	3,624,074	4,492,562

Cars and Trucks Outside the United States and Canada**

	1984	1983	1982	1981	1980	1979	1978
Germany	789,655	833,119	797,850	737,383	657,258	880,325	847,529
Britain	371,598	414,018	423,073	418,629	468,472	555,496	433,191
Spain	269,021	228,150	229,839	254,006	266,522	252,917	247,408
Brazil	169,009	165,328	145,110	125,346	165,703	169,631	158,935
Australia	156,304	138,394	141,990	127,181	93,490	115,148	107,389
South Africa	55,776	62,575	59,171	66,962	52,671	40,447	46,201
Argentina	49,881	56,588	52,764	78,671	106,463	89,669	52,702
Mexico	50,560	47,670	90,478	107,312	84,668	74,703	68,009
Other countries	124,311	109,844	64,468	43,225	10,995	7,894	8,139
Total outside United States and Canada	2,036,205	2,055,686	2,004,743	1,958,715	1,906,242	2,186,230	1,969,503
Total worldwide—cars and trucks	5,584,651	4,934,231	4,267,587	4,313,188	4,328,450	5,810,304	6,462,065

*—Factory sales are by source of manufacture, except that Canadian exports to the United States are included as U.S. vehicle sales and U.S. exports to Canada are included as Canadian vehicle sales.

**—Includes units manufactured by other companies and sold by Ford.

NEW PLANT AND EQUIPMENT EXPENDITURES BY MOTOR VEHICLE AND PARTS MANUFACTURERS

	Expenditures (Billions)			Motor Vehicle and Equip. Mfg. Percent of	
	Total U.S.	Total Manufacturing	Motor Vehicle & Equipt. Manuf.	Manufacturing	Total U.S.
1970	91.37	36.99	3.05	8.2	3.3
1971	92.26	33.60	2.42	7.2	2.6
1972	102.73	35.42	3.00	8.5	2.9
1973	118.54	42.37	3.83	9.0	3.2
1974	137.20	53.21	4.30	8.1	3.1
1975	138.28	54.92	3.35	6.1	2.4
1976	150.91	59.95	3.62	6.0	2.4
1977	174.68	69.22	5.82	8.4	3.3
1978	203.54	79.72	7.22	9.1	3.5
1979	240.22	96.68	8.30	8.4	3.5
1980	264.44	115.81	9.06	7.8	3.4
1981	289.37	126.79	10.08	8.0	3.5
1982	282.71	119.68	7.92	6.6	2.8
1983	269.22	111.53	7.17	6.6	2.7
1984*	307.59	131.01	10.97	8.4	3.6
1985*	333.40	146.25	14.26	9.8	4.3

* PROJECTIONS; U.S. Dept. of Commerce, Bureau of Economic Analysis; MVMA

U.S. INDUSTRIAL PRODUCTION INDEX AND CAPACITY UTILIZATION OF MOTOR VEHICLE AND PARTS MANUFACTURERS

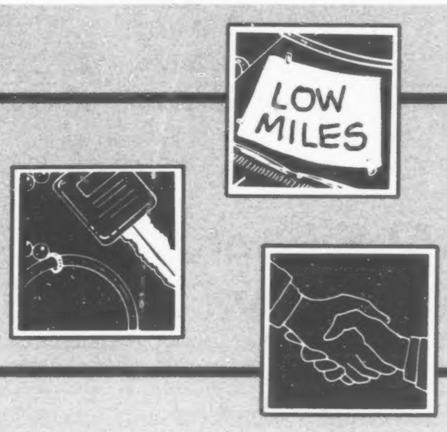
	Industrial Production Index*							
	Index	Total % Change from Last Period	Index	Motor Vehicle & Parts Manufacturer % Change from Last Period	All Manufacturing	% Change from Last Period	Capacity Utilization Motor Vehicles & Parts	% Change from Last Period
1970	107.8	3.0	92.3	23.6	79.5	−7.9	65.3	−24.1
1971	109.6	1.7	118.6	28.5	78.5	−1.3	81.4	24.7
1972	119.7	9.2	135.8	14.5	83.5	6.4	90.7	11.4
1973	129.8	8.4	148.8	9.6	87.6	4.9	95.3	5.1
1974	129.3	−0.4	128.2	−13.8	83.7	−4.5	79.1	−17.0
1975	117.8	−8.9	111.1	−13.3	72.9	−12.9	66.6	−15.8
1976	130.5	10.8	142.0	27.8	79.6	9.2	82.7	24.2
1977	138.2	5.9	161.1	13.5	82.2	3.3	89.2	7.9
1978	146.1	5.7	169.9	5.5	84.7	3.0	89.4	0.2
1979	152.5	4.4	159.9	−5.9	86.0	1.5	82.1	N.A.
1980	147.0	−3.6	119.0	−25.6	79.6	−7.4	60.3	−26.6
1981	151.0	2.7	122.3	2.8	79.4	−0.3	62.0	2.8
1982	138.6	−8.2	109.8	−10.2	71.1	−10.4	56.2	−9.4
1983	147.6	6.5	137.1	24.9	75.3	5.9	71.6	27.4
1984	163.5	10.8	166.1	21.2	81.7	8.5	86.0	20.1

*Benchmarked to 1967; 1967 output equals 100.
SOURCE: Board of Governors of Federal Reserve System. Federal Reserve Bulletin; Unpublished data on computer printout (FRB); MVMA

U.S. AUTO AND TRUCK OUTPUT AND GNP

	Auto Output		Truck Output		Motor Vehicle Output		GNP
	Billion Dollars	% GNP	Billion Dollars	% GNP	Billion Dollars	% GNP	Billion Dollars
1970	28.7	2.9	8.8	0.9	37.5	3.8	992.7
1971	39.1	2.6	11.1	1.0	50.2	4.7	1,077.6
1972	41.6	3.5	14.6	1.2	56.2	4.7	1,185.9
1973	46.2	3.5	18.0	1.4	64.2	4.8	1,326.4
1974	39.2	2.7	19.7	1.4	58.9	4.1	1,434.2
1975	40.7	2.6	17.6	1.1	58.3	3.8	1,549.2
1976	55.9	3.3	24.8	1.4	80.7	4.7	1,718.0
1977	65.1	3.4	32.9	1.7	98.0	5.1	1,918.3
1978	69.5	3.2	40.2	1.9	109.7	5.1	2,163.9
1979	68.0	2.8	39.2	1.6	107.2	4.4	2,417.8
1980	60.8	2.3	26.2	1.0	87.0	3.3	2,631.7
1981	70.6	2.4	29.4	1.0	100.0	3.4	2,957.8
1982	67.0	2.2	30.2	1.0	97.2	3.2	3,069.3
1983	88.7	2.7	36.3	1.1	125.0	3.8	3,304.4
1984	105.1	2.9	54.0	1.5	159.1	4.3	3,661.4

SOURCE: U.S. Dept. of Commerce, Bureau of Economic Analysis, MVMA



DEALERS

The number of new-car dealers in the U.S. on Jan. 1 remained virtually unchanged for the third year in a row: There were 24,724 new car dealerships at the start of 1984, compared to 24,721 one year earlier and 24,729 on Jan. 1, 1983.

But there was far more dualing of franchise lines at the start of this year, thanks in large part to the two Chevrolet captive imports. The number of dealerships carrying only domestic car lines increased by 61 to 12,297; the number of import-only dealers fell 58 to 3,822, and the number of dealers handling both imports and domestics rose by 2,389 to 8,605.

Import franchises (as distinct from dealerships or outlets, which can carry more than one franchise each) rose 18 percent to 16,191 on Jan. 1, 1985. Nearly the entire increase was attributable to the two Chevrolet franchises for its new Japanese imports, Suzuki Sprint, sold on the West Coast, and Isuzu Spectrum, sold only in the East.

The healthy 13-percent retail sales increase during the year, combined with the stable dealer population, boosted the average sales per franchise to 420 from 374. Domestic dealers averaged 380 sales per franchise, up from 330 in 1983. Import dealers averaged 222 sales per outlet, down from 235.

But there were some imports way above average: Honda, Toyota, Mitsubishi and Nissan once again took the top four spots in sales per outlet (although in 1983 the order was Toyota, Honda, Nissan and Mitsubishi). Taking the next four spots for both years were, in order, Oldsmobile, Buick, Chevrolet and Ford Division. But the gap between No. One and No. Eight was a big one: Honda dealers averaged 610 sales in '84, compared to 276 for Ford dealers.

IMPORTED-CAR RETAIL OUTLETS

	Jan. 1, 1985		Jan. 1 1984	
Imported-cars only:				
Exclusives	2,833		2,750	
Duals	989		1,130	
		3,822		3,880
Import-domestic duals:				
Domestics with captive imports	6,065		3,864	
Domestics with other imports	2,540		2,352	
		8,605		6,216
Total imported-car dealers		12,427		10,096

Notes. Renault and Volkswagen are counted as domestics. Captive imports are Chevrolet Sprint and Spectrum; Dodge Colt, Conquest and Vista; Plymouth Colt, Conquest and Vista

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RETAIL OUTLETS, U.S. MAKES OF PASSENGER CARS
1985 VS. 1984

	Jan. 1, 1985				Jan. 1, 1984			
	Exclusives (Within Corp.)	Multiples (Within Corp.)	Total Franchises	Net Dealers	Exclusives (Within Corp.)	Multiples (Within Corp.)	Total Franchises	Net Dealers
AMERICAN MOTORS-RENAULT	192	2,546	2,738	1,465	256	2,540	2,796	1,526
AMC	124	1,273	1,397		170	1,270	1,440	
Renault	68	1,273	1,341		86	1,270	1,356	
CHRYSLER CORP.	965	7,931	8,896	3,988	976	7,487	8,463	3,864
Chrysler	0	3,023	3,023		0	2,888	2,888	
Dodge	955	1,938	2,893		963	1,781	2,744	
Plymouth	10	2,970	2,980		13	2,818	2,831	
FORD MOTOR CO.	2,840	6,208	9,048	5,564	2,846	6,063	8,909	5,508
Ford	2,825	1,907	4,732		2,827	1,850	4,677	
Lincoln	0	1,578	1,578		0	1,552	1,552	
Mercury	15	2,723	2,738		19	2,661	2,680	
GENERAL MOTORS	5,205	10,710	15,915	9,965	5,310	10,540	15,850	10,040
Buick	725	2,250	2,975		745	2,200	2,945	
Cadillac	255	1,355	1,610		255	1,340	1,595	
Chevrolet	3,020	2,100	5,120		3,090	2,065	5,155	
Oldsmobile	630	2,570	3,200		640	2,535	3,175	
Pontiac	575	2,435	3,010		580	2,400	2,980	
VOLKSWAGEN	899	0	899	899	906	0	906	906
TOTALS	10,101	27,395	37,496	21,881	10,294	26,630	36,924	21,844
Minus Intercorporate duals				979				1,003
NET DEALERS				20,902				20,841

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U. S.-CAR OUTLETS
1947 to 1985

Date	No. of Retail Outlets	Pct. Gain or Loss from Previous Year
Jan. 1, 1947	45,580	
Jan. 1, 1948	46,092	+1.12
Jan. 1, 1949	49,173	+6.66
Jan. 1, 1950	46,821	−4.78
Jan. 1, 1951	47,543	+1.54
Jan. 1, 1952	46,014	−3.22
Jan. 1, 1953	45,191	−1.79
Jan. 1, 1954	41,910	−7.26
Jan. 1, 1955	40,374	−3.66
Jan. 1, 1956	41,018	+1.60
Jan. 1, 1957	37,982	−7.40
Jan. 1, 1958	37,188	−2.09
Jan. 1, 1959	35,077	−5.68
Jan. 1, 1960	33,658	−4.05
Jan. 1, 1961	32,482	−3.49
Jan. 1, 1962	31,331	−3.54
Jan. 1, 1963	30,853	−1.53
Jan. 1, 1964	30,827	−0.08
Jan. 1, 1965	30,691	−0.44
Jan. 1, 1966	30,278	−1.35
Jan. 1, 1967	28,422	−6.14
Jan. 1, 1968	27,784	−2.24
Jan. 1, 1969	27,486	−1.07
Jan. 1, 1970	27,071	−1.51
Jan. 1, 1971	26,126	−3.49
Jan. 1, 1972	25,621	−1.93
Jan. 1, 1973	25,441	−0.70
Jan. 1, 1974	25,349	−0.36
Jan. 1, 1975	24,980	−1.46
Jan. 1, 1976	24,453	−2.11
Jan. 1, 1977	24,268	−0.76
Jan. 1, 1978	24,147	−0.50
Jan. 1, 1979	24,051	−0.40
Jan. 1, 1980	23,379	−2.79
Jan. 1, 1981	21,772	−6.87
Jan. 1, 1982*	21,680	−0.41
Jan. 1, 1983**	20,799	−4.06
Jan. 1, 1984	20,841	+0.20
Jan. 1, 1985	20,902	+0.29

*—Jan. 1, 1982 and subsequent totals include Volkswagen

**—Jan. 1, 1983 and subsequent totals include Renault.

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IMPORT FRANCHISES

	Jan. 1, 1985	Jan. 1, 1984
JAPAN	12,863	10,434
Plymouth	2,980	2,831
Dodge	2,893	2,744
Chevrolet Spectrum	1,561	......
Nissan	1,106	1,101
Toyota	1,091	1,081
Honda	850	822
Subaru	810	798
Mazda	760	757
Chevrolet Sprint	516	......
Isuzu	215	217
Mitsubishi	81	83
WEST GERMANY	1,572	1,573
BMW	419	414
Mercedes-Benz	417	416
Audi	408	413
Porsche	328	330
SWEDEN	738	730
Volvo	404	405
Saab	334	325
ITALY	382	334
Bertone/Pininfarina	141	141
Alfa Romeo	121	106
Maserati	61	41
Ferrari	48	46
Lamborghini	11	......
UNITED KINGDOM	319	305
Jaguar	172	189
Rolls-Royce	63	65
Lotus	40	25
TVR	30	12
Aston Martin	14	14
FRANCE	302	316
Peugeot	302	316
MISCELLANEOUS	15	15
TOTAL	16,191	13,707

NEW-CAR OUTLETS
U.S. and Import

	No. of Retail Outlets	Pct. Gain or Loss from Previous Year
Jan. 1, 1957	39,138	n/a
Jan. 1, 1958	39,108	−0.1%
Jan. 1, 1959	37,558	−4.0%
Jan. 1, 1960	36,336	−3.3%
Jan. 1, 1961	34,803	−4.2%
Jan. 1, 1962	33,461	−3.9%
Jan. 1, 1963	33,308	−0.4%
Jan. 1, 1964	33,291	−0.1%
Jan. 1, 1965	33,360	+0.2%
Jan. 1, 1966	33,114	−0.7%
Jan. 1, 1967	31,584	−4.6%
Jan. 1, 1968	31,101	−1.5%
Jan. 1, 1969	31,076	−0.1%
Jan. 1, 1970	30,842	−0.8%
Jan. 1, 1971	30,314	−1.8%
Jan. 1, 1972	30,150	−0.5%
Jan. 1, 1973	30,094	−0.2%
Jan. 1, 1974	29,998	−0.3%
Jan. 1, 1975	29,701	−1.0%
Jan. 1, 1976	29,309	−1.3%
Jan. 1, 1977	27,744	−1.9%
Jan. 1, 1978	28,656	−0.3%
Jan. 1, 1979	28,512	−0.5%
Jan. 1, 1980	27,891	−2.2%
Jan. 1, 1981	26,333	−5.6%
Jan. 1, 1982	25,703	−2.4%
Jan. 1, 1983	24,729	−3.8%
Jan. 1, 1984	24,721	−0.0%
Jan. 1, 1985	24,724	+0.0%

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The number of new-truck dealers in the U.S. rose 1,070 during 1984, bringing the Jan. 1, 1985, truck-dealer population to 20,526.

Eight makers increased their dealer totals; seven showed declines; Peterbilt was unchanged, and there was a small increase in the miscellaneous category.

TRUCK OUTLETS
Retail Outlets

	Jan. 1, 1985	Jan. 1, 1984+
Chevrolet	5,120	5,155
Dodge	2,973	2,838
Ford	4,848	4,783
Freightliner	179	187
FWD	52	71
GMC	2,494	2,463
International	786	880
IVECO	232	230
Jeep	1,446	1,493
Kenworth	135	125
Mack	244	243
Mercedes-Benz	198	187
Peterbilt	116	116
Plymouth**	2,980	2,831
Volvo	125	132
White***	169	171
Miscellaneous	247	240
Private outlets	22,344	22,145
Factory outlets	189	191
TOTALS	22,533	22,336
Adjustments for multiple franchising	2,007	2,880
NET TOTALS	20,526	19,456

* Retail outlets include dealerships, distributorships and factory-owned outlets.

** Plymouth trucks are compact Voyager vans.

*** White includes Autocar.

+Revised

IMPORT OUTLETS
1957 to 1984

Jan. 1, 1957	2,930
Jan. 1, 1958	11,409
Jan. 1, 1959	14,031
Jan. 1, 1960	14,674
Jan. 1, 1961	13,135
Jan. 1, 1962	11,894
Jan. 1, 1963	7,138
Jan. 1, 1964	5,249
Jan. 1, 1965	5,856
Jan. 1, 1966	6,013
Jan. 1, 1967	6,588
Jan. 1, 1968	7,156
Jan. 1, 1969	7,869
Jan. 1, 1970	8,311
Jan. 1, 1971	9,860
Jan. 1, 1972	12,375
Jan. 1, 1973	13,332
Jan. 1, 1974	11,246
Jan. 1, 1975	11,489
Jan. 1, 1976	10,414
Jan. 1, 1977	11,387
Jan. 1, 1978	17,374
Jan. 1, 1978	17,700*
Jan. 1, 1979	17,114
Jan. 1, 1980	16,919
Jan. 1, 1981	16,681
Jan. 1, 1982	11,270**
Jan. 1, 1983	10,011***
Jan. 1, 1984	10,096
Jan. 1, 1985	12,427

*—Alltime high

**—VW counted as domestic in 1982 and subsequent years

***—Renault counted as domestic in 1983 and subsequent years.

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DEALERS

TRUCK REGISTRATIONS PER OUTLET

	1984	1983	1982	1981	1980	1979	1978
Ford	240	197	156	142	152	201	233
Chevrolet	213	176	146	120	129	181	215
Dodge	143	89	83	64	89	115	141
GMC	122	101	96	63	70	106	121
Peterbilt	113	69	66	75	58	76	86
Kenworth	101	64	61	80	93	124	128
Jeep	99	50	40	34	45	77	93
Mack	105	62	66	81	88	116	105
Freightliner	92	59	41	50	55	72	62
International	85	57	49	52	56	74	70
White	41	19	23	24	33	51	54
Plymouth*	27	4	4	6	12	17	7
Volvo	16	12	7	14	8	—	—
Mercedes-Benz	13	15	17	21	—	—	—

*—Plymouth trucks for 1984 are compact Voyager vans; prior to 1984, they were four-wheel-drive Trail Duster, Arrow and Scamp pickup trucks and full-size Voyager vans.

Note: White totals for 1984 include Autocar; prior to 1984, Western Star was included.

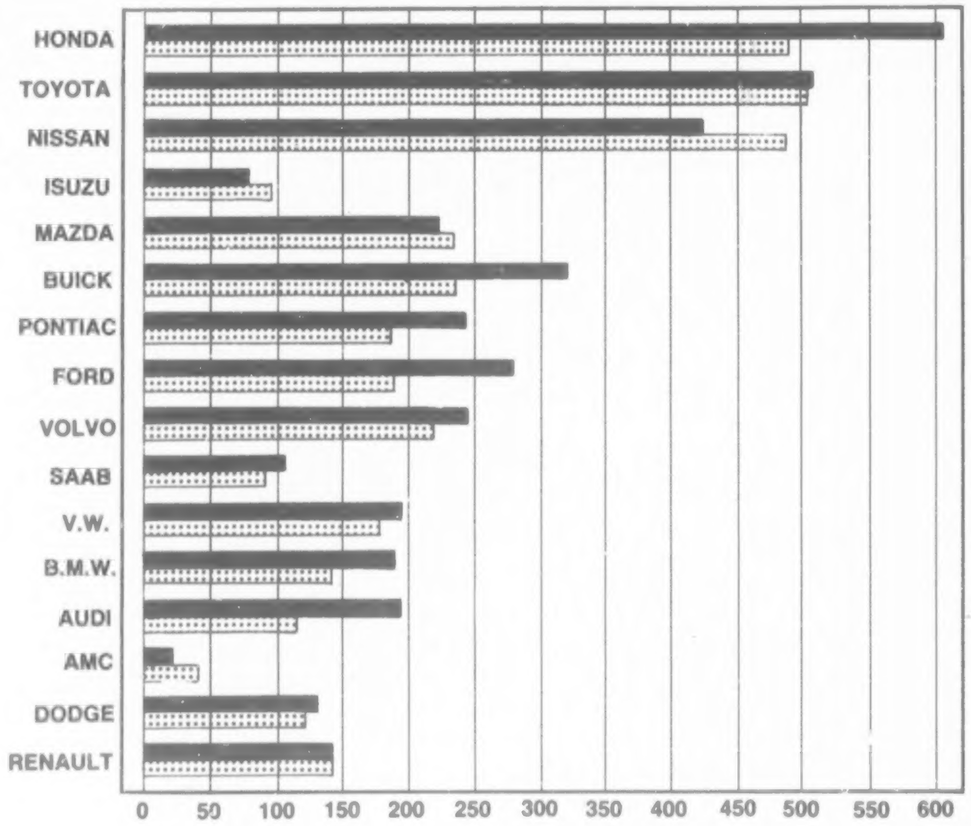
SALES PER OUTLET BY CORPORATION

Domestic new-car sales per U. S. dealership

	American Motors	Chrysler Corp.	Ford Motor	General Motors	Studebaker	VW of America	All U.S. Industry*
1956	47	104	189	183	44	—	148
1957	56	130	194	169	30	—	154
1958	75	83	133	141	21	—	118
1959	127	97	199	169	53	—	158
1960	142	141	214	197	44	—	184
1961	125	104	208	193	34	—	172
1962	139	119	232	261	37	—	212
1963	139	163	243	283	33	—	233
1964	125	186	276	294	15	—	246
1965	115	213	318	351	8	—	299
1966	194	214	321	331	—	—	290
1967	100	212	258	321	—	—	270
1968	112	244	318	345	—	—	304
1969	104	233	332	351	—	—	307
1970	109	230	328	268	—	—	269
1971	114	240	343	361	—	—	320
1972	141	249	360	361	—	—	329
1973	205	284	399	421	—	—	380
1974	176	229	330	310	—	—	296
1975	177	201	298	318	—	—	286
1976	140	271	340	409	—	—	353
1977	112	254	384	442	—	—	374
1978	105	239	389	464	—	—	377
1979	97	202	322	426	—	—	333
1980	88	163	237	367	—	—	280
1981	85	193	236	349	—	241	280
1982	96	189	243	338	—	164	277
1983	125	226	289	402	—	177	330
1984	135	250	358	458	—	197	380

*—Average for all U.S. Industry includes Studebaker for 1955-1964. 1973-1982 figures based on retail sales. Prior years based on R. L. Polk registrations.

SALES per OUTLET 1984 vs. 1983



SALES PER OUTLET BY MAKE: TOTAL U.S. MARKET

	1984	1983	1982	1981	1980	1979	1978	1977	1976	1975
Honda	610	494	455	470	496	488	396	339	252	214
Toyota	515	511	484	528	541	485	423	479	347	295
Mitsubishi	477	435	59	......	......	......	......	......	......	......
Nissan	439	479	428	421	475	445	323	384	279	280
Oldsmobile	331	320	254	263	251	286	302	294	272	192
Buick	318	288	247	244	239	234	256	245	244	171
Chevrolet	304	261	238	259	303	364	394	381	350	302
Ford	276	230	197	197	204	269	326	335	308	276
Volvo	246	220	185	159	140	136	120	103	89	126
Pontiac	235	187	162	179	195	241	277	249	233	155
Mazda	223	228	213	218	213	213	114	95	69	154
Cadillac	200	189	157	144	133	193	215	207	190	166
Volkswagen†	197	177	164	241	264	274	213	252	187	232
Subaru	196	198	195	201	191	175	145	118	76	72
Mercury	195	156	125	127	117	172	195	172	143	119
Mercedes-Benz	190	177	161	154	132	130	115	119	107	112
Audi	172	115	108	118	97	98	95	85	79	124
BMW	170	145	132	112	103	98	92	93	89	68
Renault††	135	135	51	22	24	44	47	46	24	26
Dodge	131	120	105	126	108	133	158	162	166	117
Chrysler	110	94	66	35	50	76	89	96	86	70
Saab	102	81	60	47	44	46	48	42	29	35
Plymouth	99	99	98	129	97	110	133	143	174	127
Jaguar	98	81	49	20	11	14	17	15	13	11
Lincoln	97	67	64	43	45	80	115	112	76	62
Isuzu	80	98	77	98						
Peugeot	64	47	43	51	42	42	32	35	32	42
Porsche	61	66	44	35	32	43	54	65	47	54
Alfa Romeo	31	27	17	16	19	18	35	39	29	33
Chevrolet Sprint	29									
Dodge/Mitsubishi	17	15	16	19	24	27	21	37	26	33
AMC	14	23	53	85	88	97	105	112	140	177
Plymouth Mitsubishi	12	13	15	19	27	22	15	28		
I.A.I./Fiat	9		30	59	61	90	89	93	85	140
Imperial		2	6	11	6					
DeLorean			8							

†Volkswagen listed as domestic make since 1981. Includes imports.

††Renault joined domestics in 1982. Average includes imported Renaults and U.S.-built Alliances/Encores.

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U. S. NAMEPLATES — SALES PER OUTLET

SUBCOMPACT

1984 Position	Make	1983 Position
1— 82	Rabbit/Golf	93— 2
2— 75	Escort	71— 3
3— 74	Alliance	95— 1
4— 51	Encore	15— 8
5— 43	Omni/Charger	37— 4
5— 43	Horizon/Turismo	34— 5
7— 32	Fiero	8—10
7— 32	Chevette	34— 5
9— 25	Lynx	30— 7
10— 18	Laser	4—12
11— 16	Daytona	3—13
12— 10	1000	11— 9
13— 7	EXP	5—11
— —	Sprint	3—13
— —	LN7	1—15

COMPACT

1984 Position	Make	1983 Position
1— 73	Cavalier	50— 2
2— 50	Tempo	30— 6
3— 48	Reliant	59— 1
4— 42	Sunbird	30— 5
5— 41	Skyhawk	25— 9
6— 39	Aries	46— 3
6— 39	Camaro	34— 4
8— 34	Firebird	30— 6
8— 34	LeBaron	29— 8
10— 30	Mustang	25— 9
11— 27	Topaz	16—11
12— 20	Firenza	14—12
13— 11	Cimarron	13—13
14— 7	Dodge 400/600	11—14
15— 7	Capri	9—15
— —	Fairmont	8—16
— —	Zephyr	4—17

INTERMEDIATE

1984 Position	Make	1983 Position
1— 95	Cutlass Supreme	105— 1
2— 76	Ciera	61— 3
3— 74	Century	51— 4
4— 63	Celebrity	35— 6
5— 62	Regal	80— 2
6— 44	Cougar XR	33— 8
7— 42	6000	31— 9
7— 42	LTD	36— 5
9— 33	Marquis	25—13
10— 35	Skylark	35— 6
11— 33	Thunderbird	30—10
12— 24	Grand Prix	30—10
13— 22	Monte Carlo	20—15
13— 22	Bonneville	28—12
15— 18	Citation	18—16
16— 15	Dodge 600	13—20
17— 14	Eagle	21—14
17— 14	E-Class	13—20
19— 13	New Yorker E	18—16
20— 11	Omega	16—18
21— 6	Grand Am	— —
22— 5	Phoenix	8—22
22— 5	Calais	— —
22— 5	Somerset	— —
25— 3	Caravelle	— —
26— 1	LeBaron GTS	— —
26— 1	Lancer	— —
— —	Malibu	16—18
— —	Granada	1—24
— —	Concord	8—22

STANDARD

1984 Position	Make	1983 Position
1— 81	Olds 88	72— 1
2— 55	LeSabre	51— 2
3— 54	Grand Marquis	37— 4
4— 50	Chevrolet	47— 3
5— 36	Crown Victoria	26— 5
6— 20	Parisienne	9— 6
7— 11	Diplomat	8— 7
8— 6	Gran Fury	5— 8
— —	Cordoba	4— 9
— —	Mirada	2—10

LUXURY

1984 Position	Make	1983 Position
1—121	Cadillac	111— 1
2— 58	Lincoln	39— 3
3— 44	Eldorado	45— 2
4— 32	N.Y. Fifth Ave.	27— 5
5— 31	Olds 98	39— 3
6— 29	Electra	27— 5
7— 22	Seville	21— 7
8— 20	Continental	9—11
9— 18	Mark VII	19— 8
9— 18	Riviera	18— 9
11— 13	Toronado	13—10
12— 6	Corvette	6—12
— —	Imperial	2—13

DEALERS

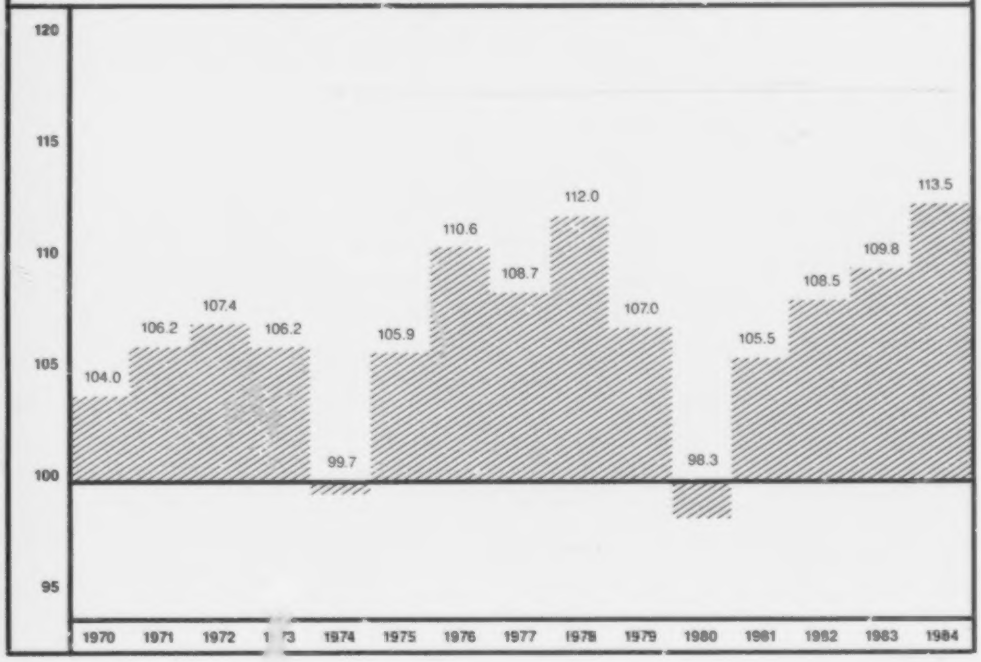
USED VEHICLE SALES BY FRANCHISED NEW CAR & TRUCK DEALERS

(In Thousands)

Year	Retail	Wholesale	Total
1972	10,295	2,260	12,555
1973	9,942	2,333	12,275
1974	8,625	2,023	10,648
1975	9,137	2,144	11,281
1976	10,035	2,478	12,513
1977	10,097	2,847	12,944
1978	9,903	3,127	13,030
1979	8,804	2,810	11,614
1980	7,818	2,469	10,287
1981	8,178	2,582	10,760
1982	7,959	2,500	10,459
1983	8,508	2,687	11,195
1984	9,442	3,031	12,473

SOURCE: NADA Industry Analysis Department

Automotive News Service Index



NADA Presidents

1985—William J. Syrnes
Cadillac
Pasadena, Calif.

1984—James P. Jennings
Chevrolet
Glenview, Ill.

1983—William C. Turnbull
GMC-International
Harvester
Huntington, W. Va.

1982—George W. Lyles
Chevrolet and
Rolls-Royce
High Point, N.C.

1981—Wendel H. Miller
Dodge-Honda
Lincoln-Mercury
Binghampton, N.Y.

1980—George S. Irvin
Chevrolet-Subaru,
BMW and Mercedes-Benz
Denver, Colo.

1979—William c. Doenges
Ford-Toyota
Bartlesville, Okla.

1978—Robert P. Mallon
Ford
Tacoma, Wash.

1977—Reed T. Draper
Chevrolet
Saginaw, Mich.

1976—John J. Pohanka
Oldmobile-Fiat-Honda
Marlow Heights, Md.

1975—William E. Hancock Jr.
Buick-Opel
Columbus, S.C.

1974—Hugh R. Gibson
Ford
Cleveind, O.

1973—John S. Hinckley
Dodge
Ogden, Utah

1972—Charles J. Whittey
Chrysler-Plymouth
Bismarck, N.D.

1971—Warren J. McEleney
Chevrolet-Oldsmobile-
Cadillac
Clinton, Ia.

1970—Sam H. White
Oldsmobile
Houston, Tex.

1969—Lyman W. Slack
Chevrolet
Portland, Ore.

1968—T. A. Williams Sr.
Chevrolet
Greensboro, N. C.

1967—William E. Voyce Jr.
Ford
Baltimore, Md.

1966—S. E. Kossman
Buick-Cadillac-Pontiac-
GMC—Rambler-Jeep
Cleveland, Miss

1965—Peter Val Preda
Oldsmobile-Cadillac
Burlington, Vt

1964—C. Ed Flandro
Ford, Lincoln-Mercury
Pocatello, Idaho

1963—John H. Lander
Rambler
Atlanta, Ga.

1962—Thomas F. Abbott Jr.
Pontiac-Rambler
Fort Worth, Tex.

1961—Walter B. Cooper
Chevrolet
Fort Collins, Colo.

1960—Birkett Williams
Ford
Cleveland O.

1959—H. L. Galles
Chevrolet-Cadillac-
Oldsmobile
Albuquerque, N. M.

1958—Dean Chaffin
Chevrolet-Buick
Bozeman, Mont.

1957—Frederick M. Sutter
Dodge-Plymouth
Columbus, Ind.

1956—Carl E. Fribley
Pontiac-Cadillac-GMC
Norwich, N. Y.

1955—Frank H. Yarnall
Chevrolet, Chicago

1954—Charles C. Freed
DeSoto-Plymouth
Salt Lake City

1953—Robert S. Armacost
Studebaker
Kansas City

1952—J. Saxton Lloyd
Buick-Cadillac
Daytona Beach, Fla.

1951—R. D. McKay
Chrysler-Plymouth
Wichita

1950—Fred L. Haller
Hudson, Washington

1949—George F. Ziesmer
Ford
Mankato, Minn.

1948—Ben T. Wright
Lincoln-Mercury
Chicago

1947—M. O. Anderson
Buick, Seattle

1945-46—W. L. Mallon
Pontiac
Newark, N. J.

1944—D. G. Kelly
Dodge-Plymouth
Grand Forks, N. D.

1942-43—D. E. Castles
Buick, St. Louis

1942—Harry Sommers
Chrysler-Plymouth, Atlanta

1941—L. Clare Cargile
Chevrolet, Texarkana, Ark.

1939-40—Stanley H. Horner
Buick, Washington

1938—J. W. Roby
Shreveport, La.

1936-37—E. M. Lied
Omaha

1933-35—F. W. A. Vesper
St. Louis

1932—Floris Nagelvoort
Seattle

1931—F. J. Edwards
Milwaukee

1930—J. R. Histed
Beverly Hills, Calif.

1929—W. E. Griffith
San Francisco

1928—C. C. Coddington
Charlotte, N. C.

1927—W. L. Hughson
San Francisco

1926—C. B. Warren
New York

1925—Charles F. Gambill
San Marino, Calif.

1924—John L. Butler
Los Angeles

1923—G. G. G. Peckham
Cleveland

1922—Thomas J. Hay
Chicago

1922—W. J. Brace
Kansas City

1921—Jesse A. Smith
Milwaukee

1920—H. B. Harper
Rosemont, Pa.

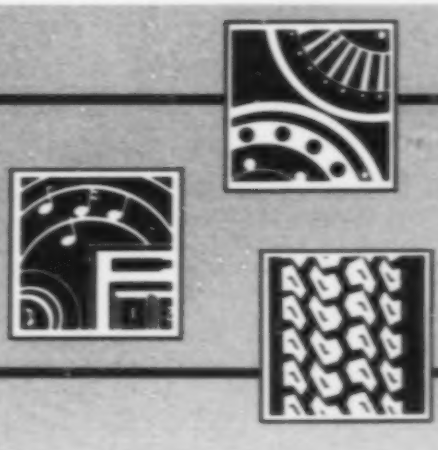
1918-19—F. W. A. Vesper
St. Louis

1917—George W. Browne
Milwaukee

AVERAGE DEALERSHIP PROFILE

	1978	1979	1980	1981	1982	1983	1984	% Change 1983-84
Total Dealership Sales	4,717,718	5,005,359	4,760,000	5,529,484	6,139,848	7,710,594	9,319,939	20.87
Total Dealership Gross	676,521	725,277	731,612	817,811	852,211	1,058,665	1,257,260	18.76
As % of Total Sales	14.34	14.49	15.37	14.79	13.88	13.73	13.49	
Total Dealership Expense	584,054	662,209	702,576	753,669	772,393	893,658	1,054,085	17.95
As % of Total Sales	12.38	13.23	14.76	13.63	12.58	11.59	11.31	
Net Profit Before Taxes	92,467	63,068	29,036	64,142	79,818	165,007	203,175	23.13
As % of Total Sales	1.96	1.26	0.61	1.16	1.30	1.14	2.18	
(Net Pre-tax Profit in Constant '67 Dollars)	47,312	29,005	11,765	23,550	27,607	55,293	65,308	18.11
New Vehicle Department Sales	3,024,057	3,178,403	2,932,160	3,378,515	3,769,867	4,888,517	6,095,240	24.68
As % of Total Sales	64.10	63.50	61.60	61.10	61.40	63.40	65.40	
Used Vehicle Department Sales	986,003	1,016,088	999,600	1,266,252	1,399,885	1,734,884	1,985,147	14.43
As % of Total Sales	20.90	20.30	21.30	22.90	22.80	22.50	21.30	
Service and Parts Sales	707,658	810,868	828,240	884,717	970,096	1,087,194	1,239,552	14.01
As % of Total Sales	15.20	16.20	17.40	16.00	15.80	14.10	13.30	
New Vehicle Average Selling Price	6,470	6,950	7,530	8,850	9,910	10,725	11,100	3.50
Average Net Worth (As of 12/31)	353,123	397,566	378,981	385,330	421,693	556,722	568,983	2.20
Net Profit as % of Net Worth	26.19	15.86	7.66	16.65	18.93	29.64	35.71	

SOURCE: NADA Industry Analysis Department



SUPPLIERS

REACTION INJECTION MOLDING (RIM) POLYURETHANE MARKETS

(Million Pounds)

Market Segment	1982	1988*	Annual Growth Rate (%)*
Agricultural Equipment	0.7	2.5	23.6
Appliance	0.4	15.0	83.0
Automotive	45.0	138.0	20.5
Electronic Enclosures	1.4	10.0	38.8
Furniture	1.0	2.0	12.2
Housing/Construction	0.3	1.5	30.8
Material Handling	7.1	10.0	5.9
Recreation	1.0	6.0	34.8
Miscellaneous	0.3	1.0	22.2
	57.2	186.0	21.7%

Source: Mobay Chemical Corp. * Forecast

RUBBER CONSUMPTION

Worldwide Forecast by Region*

(Thousand Metric Tons)

SYNTHETIC RUBBER	1983	1984	1985†
North America	2,012	2,209	2,236
W. Europe, Africa, M. East	1,523	1,570	1,608
Asia and Oceania	1,080	1,144	1,187
Latin America	447	478	505
TOTAL	5,062	5,401	5,536
NATURAL RUBBER			
North America	760	839	834
W. Europe, Africa, M. East	957	983	999
Asia and Oceania	1,218	1,296	1,333
Latin America	176	198	213
TOTAL	3,111	3,316	3,379
TOTAL RUBBER			
North America	2,772	3,048	3,070
W. Europe, Africa, M. East	2,480	2,553	2,607
Asia and Oceania	2,298	2,440	2,520
Latin America	623	676	718
World (Excluding CPEC)	8,173	8,717	8,915

*Excluding Centrally Planned Economy Countries. † Projection Source: International Institute of Synthetic Rubber Producers, Inc.

PAINT CHOICES 1984 PASSENGER CARS

Full and intermediate-size

Rank	Color	1984%	1983%	+/−
1.	Light red-brown	18.4	19.3	−0.9
2.	White	12.6	12.5	+0.1
3.	Dark blue	12.4	11.7	+0.7
4.	Light blue	9.0	9.5	−0.5
5.	Gray (silver)	7.8	7.8	—
6.	Beige	7.4	5.6	+1.8
7.	Light red	6.4	2.3	+4.1
8.	Dark red	5.9	7.9	−2.0
9.	Dark brown	5.8	7.9	−2.1
10.	Light gray-green	5.6	6.8	−1.2

Compact-size

Rank	Color	1984%	1983%	+/−
1.	Light red-brown	12.2	12.3	−0.1
2.	White	11.5	12.8	−1.3
3.	Light blue	11.2	12.6	−1.4
4.	Dark blue	9.8	11.1	−1.3
5.	Red	9.7	10.2	−0.5
6.	Gray (silver)	8.7	12.9	−4.2
7.	Dark brown	7.1	5.2	+1.9
8.	Beige	6.8	2.8	+4.0
9.	Black	5.5	4.3	+1.2
10.	Light gray-green	3.6	5.0	−1.4

1984 TRUCKS

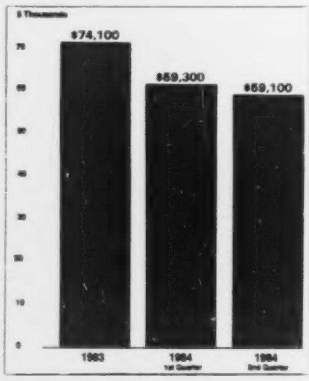
Rank	Color	1984%	1983%	+/−
1.	White	15.1	15.0	+0.1
2.	Light blue	14.2	14.5	−0.3
3.	Dark blue	13.0	11.4	+1.6
4.	Light gray	12.1	8.8	+3.3
5.	Red	10.2	3.9	+6.3
6.	Tan	9.1	9.8	−0.7
7.	Dark brown/ dark tan*	8.0	2.5	+5.5
8.	Black	5.8	10.3	−4.5
9.	Medium red/ dark red*	4.3	8.3	−4.0
10.	Gold	4.1	1.8	+2.3

*—Second named color is corresponding 1983 shade not offered in 1984

Source: DuPont Co.

AVERAGE ROBOT COST

Based on new orders



Source: Robotic Industries Assn.

ZINC DIE-CASTINGS CONTENT IN LBS.

U.S.-Built Cars by Model Year & Size Class

	Avg. Car	Standard	Inter-mediate	Small
1984*	23.0	34.0	23.0	14.2
1983	22.6	33.6	23.4	15.1
1982	23.1	33.7	23.5	19.2
1981	24.1	35.7	24.1	20.3
1980	25.0	36.6	26.2	22.5
1979	28.0	39.1	30.2	19.3
1978	30.0	42.1	29.8	21.6

*Estimate. Source: Zinc Institute, Inc.

Despite a surge in imports, domestic tire makers increased both sales and profitability last year. Their combined profits rose 16 percent from the 1983 fiscal year on a sales increase of 7 percent. Meanwhile, imported passenger units rose 31 percent and exports rose 36 percent but on a far smaller number: Imports outnumbered exports, six to one.

U.S. TIRE COMPANIES' FINANCIAL RESULTS

Millions of Dollars

	Sales			Earnings		
	1984	1983	1982	1984	1983	1982
Goodyear	$10,240.8	$9,735.8	$9,589.2	$411.0	$305.5	$329.8
Firestone*	4,001.0	3,669.0	3,869.0	102.0	111.0	6.0
B.F. Goodrich	3,437.9	3,191.7	3,005.3	60.6	18.4	(32.8)
GenCorp**	2,727.1	2,517.3	2,061.7	7.2	65.3	19.4
Uniroyal	2,121.7	1,935.6	1,967.2	77.1	67.0	25.6
Armstrong†	665.6	594.7	575.9	25.4	18.8	17.0
Cooper	555.4	457.8	430.4	24.6	21.4	19.0
TOTAL	$23,749.5	$22,101.9	$21,498.9	$707.9	$609.5	$384.0

*—Year ended Oct.31. **—Year ended Nov.30 Parentheses indicate loss. Source: Tire Business

TIRE IMPORTS TO U. S.

Passenger —No. of Units

Country	1984	% radial	1983	% radial	1982	% radial
Canada	7,385,198	(86.6)	6,152,892	(84.2)	6,395,779	(70.2)
Japan	6,433,405	(97.7)	4,460,637	(95.9)	2,920,263	(91.6)
S. Korea	4,191,748	(96.6)	3,501,001	(96.8)	1,190,770	(81.7)
Brazil	2,880,197	(95.7)	801,401	(91.3)	255,686	(80.8)
W. Germany	1,980,280	(94.6)	1,317,794	(94.7)	1,160,610	(88.8)
France	1,790,192	(98.0)	1,920,927	(98.4)	1,637,201	(91.7)
Spain	993,972	(98.3)	887,563	(98.6)	405,294	(92.8)
Italy	870,562	(99.0)	782,786	(98.9)	788,386	(93.1)
U.K.	610,394	(88.9)	767,763	(97.1)	630,796	(85.2)
Yugoslavia	603,966	(73.6)	575,362	(56.9)	325,711	(45.3)
Others	2,378,851	(73.8)	1,243,295	—	1,282,930	—
TOTAL	30,118,763	(91.9)	23,011,430	(91.3)	16,993,426	(80.2)

Light Truck—No. of Units

Country	1984	% radial	1983	% radial	1982	% radial
Japan	495,043	(83.9)	509,839	(86.3)	352,829	(77.1)
Canada	460,170	(42.5)	204,159	(41.1)	169,182	(57.2)
France	206,214	(98.5)	41,812	(95.2)	40,752	(86.0)
S. Korea	164,828	(5.7)	94,009	(2.1)	119,886	(11.7)
E. Germany	38,255	(64.2)	36,966	(47.3)	12,300	(69.9)
Others	187,955	(49.4)	119,153	—	64,769	—
TOTAL	1,552,465	(60.6)	1,005,938	(64.0)	759,718	(60.9)

Trucks & Bus—No. of Units

Country	1984	% radial	1983	% radial	1982	% radial
Japan	1,596,815	(80.5)	1,277,089	(81.2)	1,311,191	(75.1)
Canada	1,321,382	(49.7)	834,146	(48.9)	539,783	(44.2)
S. Korea	630,280	(35.2)	513,581	(34.0)	450,908	(31.9)
France	309,058	(96.7)	147,907	(99.3)	192,187	(81.3)
Spain	147,208	(99.0)	20,701	(99.9)	16,507	(61.2)
Others	1,026,000	(49.4)	733,852	—	447,166	—
TOTAL	5,030,742	(81.9)	3,527,266	(83.0)	2,957,742	(61.1)

TIRE EXPORTS FROM U. S.

Passenger—No. of Units

Country	1984	% radial	1983	% radial	1982	% radial
Canada	2,407,441	(87.2)	1,815,876	(88.9)	955,567	(75.6)
Venezuela	568,943	(51.6)	73,155	(43.8)	926,686	(23.4)
Japan	278,027	(97.1)	286,345	(96.5)	252,754	(82.6)
Italy	150,293	(95.4)	37,707	(94.7)	37,687	(94.4)
Ecuador	145,686	(89.2)	9,059	(55.1)	15,908	(41.2)
Australia	140,686	(88.5)	124,696	(93.6)	96,042	(86.3)
S. Arabia	132,439	(77.4)	222,736	(68.5)	225,636	(60.2)
W. Germany	101,905	(88.0)	100,779	(89.4)	82,641	(82.1)
Trinidad	74,580	(55.8)	67,236	(70.1)	77,384	(52.3)
Kuwait	52,507	(47.2)	34,484	(31.4)	94,616	(43.6)
Others	830,380	(53.6)	709,485	—	928,678	—
TOTAL	4,724,201	(79.4)	3,481,558	(80.4)	3,693,599	(54.8)

Light Truck—No. of Units

Country	1984	% radial	1983	% radial	1982	% radial
Canada	642,995	(61.4)	379,169	(93.9)	311,333	(83.9)
Venezuela	89,898	(14.2)	15,626	(0.2)	266,128	(21.8)
France	50,128	(35.3)	32,079	(64.5)	38,605	(71.1)
Australia	37,296	(85.0)	21,968	(93.2)	36,375	83.3)
S. Arabia	34,055	(21.6)	70,946	(11.8)	86,882	(6.9)
Others	252,157	(40.6)	315,282	—	390,494	—
TOTAL	1,106,429	(51.2)	835,070	(58.4)	1,129,817	(43.8)

Truck & Bus—No. of Units

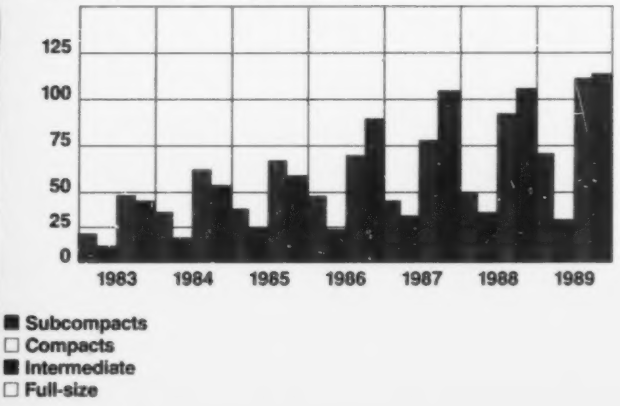
Country	1984	% radial	1983	% radial	1982	% radial
Canada	384,935	(91.4)	188,520	(93.1)	563,109	(97.5)
S. Africa	28,902	(0.1)	397	(61.5)	493	(0.0)
Panama	8,212	(17.4)	1,160	(5.8)	7,377	(12.6)
Mexico	6,949	(18.4)	3,410	(52.9)	37,049	(3.5)
Honduras	6,536	(3.1)	3,610	(2.1)	1,738	(1.4)
Others	43,450	(19.8)	33,410	—	50,442	—
TOTAL	478,984	(75.8)	230,507	(80.9)	660,208	(85.0)

SOURCE: U.S. Department of Commerce, Bureau of the Census and Office of Foreign Trade; Tire Business

SUPPLIERS

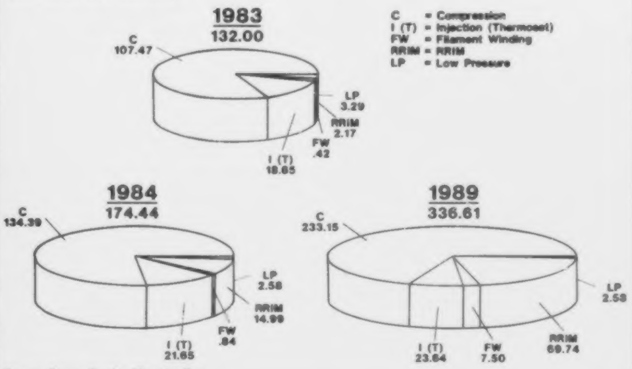
FTC in Cars

Subcompacts, Compacts, Intermediates and Full-Size



GLASS FIBER THERMOSET COMPOSITE USE IN PASSENGER CARS BY PROCESS

(Millions of Pounds)



Source: Owens-Corning Fiberglas Corp.

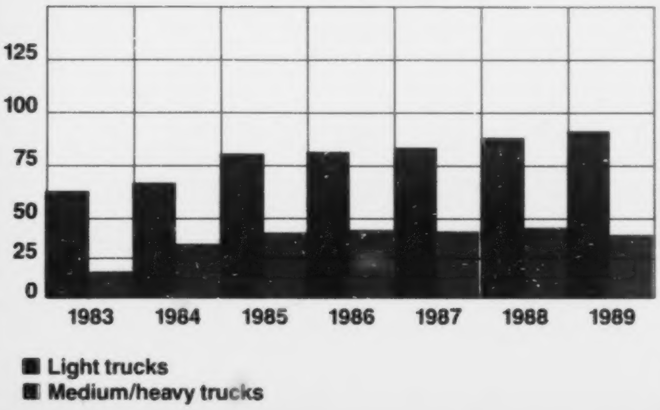
FIBERGLASS THERMOSET COMPOSITE USE BY APPLICATION

(Thousands of Pounds/Calendar Year)

	1984	1985*	1986*	1987*	1988*	1989*
Composite Use in Tailgates & Decklids						
Decklids, Car	2,659	2,352	4,283	7,541	7,407	7,536
Tailgates, Station Wagon	992	857	1,161	2,636	2,707	2,818
Total Car	**3,651**	**3,209**	**5,444**	**10,177**	**10,114**	**10,354**
Liftgates, Truck	4,910	8,247	8,936	8,636	8,718	8,718
Tailgates, Truck			178	712	730	712
Total Truck	**4,910**	**8,247**	**9,914**	**9,348**	**9,448**	**9,430**
Total Car & Truck	**8,561**	**11,456**	**15,358**	**19,525**	**19,562**	**19,784**
Composite Use in Front Ends/Rear Ends						
Front End Panels	71,764	80,654	87,070	98,026	99,064	104,400
Rear End Panels	13,215	23,955	38,151	45,798	47,341	53,320
Total	**84,979**	**104,609**	**125,221**	**143,824**	**146,405**	**157,720**
RRIM Use in Cars						
Fascia Panels (Front & Rear)	11,531	27,967	47,201	60,234	61,538	66,095
Other	3,461	3,462	4,512	3,591	3,560	3,645
Total RRIM in Cars	**14,992**	**31,429**	**23,713**	**63,825**	**65,098**	**69,740**
RRIM in Fiero	3,604	3,187	4,170	3,307	3,332	3,417

*Projection. Source: Owens-Corning Fiberglas Corp.

FTC in Trucks



FIBERGLASS THERMOSET COMPOSITE USE IN PASSENGER CARS

(Thousands of Pounds/Calendar Year)

	1983	1984	1985*	1986*	1987*	1988*	1989*	CGR† '83-'89
Subcompact	21,979	39,304	41,189	49,296	46,092	50,651	72,010	21.9%
Compact	13,721	19,572	25,994	24,186	31,482	32,518	35,070	16.9%
Intermediate	49,007	59,280	67,484	70,240	77,866	93,707	113,413	15.0%
Full	47,296	56,283	59,697	89,563	108,117	109,143	116,117	16.2%
TOTAL CAR	132,003	174,439	194,364	227,285	263,557	286,019	336,610	16.9%

*—Projection. †—Compounded growth rate. Source: Owens-Corning Fiberglas Corp.

FIBERGLASS THERMOSET COMPOSITE USE IN CARS BY APPLICATION CATEGORY

(Thousands of Pounds/Calendar Year)

	1983	1984	1985*	1986*	1987*	1988*	1989*	CGR† '83-'89
Body Panels	100,644	143,175	164,934	196,446	225,972	232,101	262,269	17.3%
Electrical	178	222	212	189	200	198	201	2.1%
Passenger Compartment	3,314	3,614	3,504	4,224	3,689	6,320	16,297	30.4%
Suspension, Chassis & Frame	1,229	2,013	3,052	5,802	11,622	25,436	38,462	77.5%
Underwood	26,618	25,388	22,662	20,625	22,073	21,964	19,380	(5.2%)
TOTAL CAR	132,003	174,439	194,364	227,286	263,556	286,019	336,609	16.9%

*—Projection. †—Compounded growth rate. Source: Owens-Corning Fiberglas Corp.

FIBERGLASS THERMOSET COMPOSITE USE IN PASSENGER CARS BY PROCESS

(Thousands of Pounds/Calendar Year)

	1983	1984	1985*	1986*	1987*	1988*	1989*	CGR† '83-'89
Compression	107,474	134,387	136,639	148,124	173,085	191,081	233,149	13.8%
Injection (Thermoset)	18,647	21,651	22,134	20,216	20,929	21,416	23,644	4.0%
Filament Winding	421	837	1,717	3,190	3,577	5,987	7,500	61.6%
RRIM	2,169	14,992	31,429	53,714	63,825	65,098	69,740	78.3%
Low Pressure	3,292	2,570	2,445	2,041	2,141	2,437	2,577	(4.0%)

*—Projection. †—Compounded growth rate. Source: Owens-Corning Fiberglas Corp.

FIBERGLASS THERMOSET COMPOSITE USE IN TRUCKS

(Thousands of Pounds/Calendar Year)

	1983	1984	1985*	1986*	1987*	1988*	1989*	CGR† '83-'89
Light	60,972	68,279	78,428	79,463	80,698	85,231	88,813	6.5%
Medium/Heavy	19,187	32,824	39,941	39,958	37,180	41,169	39,864	13.0%
TOTAL TRUCK	80,159	101,103	118,369	119,421	117,878	126,400	128,677	8.2%

*—Projection. †—Compounded growth rate. Source: Owens-Corning Fiberglas Corp.

FIBERGLASS THERMOSET COMPOSITE USE IN TRUCKS BY APPLICATION CATEGORY

(Thousands of Pounds/Calendar Year)

	1983	1984	1985*	1986*	1987*	1988*	1989*	CGR† '83-'89
Cab Interiors	29,967	31,156	32,608	30,602	30,149	31,438	30,616	0.4%
Cab Shell & Interiors	24,447	35,377	44,486	46,998	47,666	52,011	56,479	15.0%
Engine Drive	1,327	1,431	1,535	1,440	1,440	1,478	1,478	1.8%
Exterior Accessories	4,504	5,274	5,677	5,360	5,297	5,462	5,334	2.9%
Suspension, Chassis & Frame	989	1,869	4,696	5,926	5,695	5,825	5,704	33.9%
Tilt Front Ends	9,817	16,081	18,593	19,164	17,845	19,940	19,075	11.7%
Underhood	9,108	9,916	10,415	9,931	9,788	10,247	9,991	1.6%
TOTAL TRUCK	80,159	101,104	118,370	119,421	117,880	126,401	128,677	8.2%

*—Projection. †—Compounded growth rate. Source: Owens-Corning Fiberglas Corp.

FIBERGLASS THERMOSET COMPOSITE USE IN TRUCKS BY PROCESS

(Thousands of Pounds/Calendar Year)

	1983	1984	1985*	1986*	1987*	1988*	1989*	CGR† '83-'89
Compression	67,983	79,764	90,391	90,482	90,203	97,079	99,598	6.6%
Filament Winding	1,337	1,818	4,465	5,690	5,544	5,566	5,590	26.9%
Injection (Thermoset)	2,665	5,342	7,218	6,884	6,809	7,046	6,920	17.2%
Pultrusion	8	28	35	35	30	36	36	28.5%
RRIM	62	92	111	111	96	113	113	10.5%
Low Pressure	8,104	14,059	16,149	16,219	15,196	16,560	16,420	12.5%
TOTAL	80,159	101,103	118,369	119,421	117,878	126,400	128,677	8.2%

*—Projection. †—Compounded growth rate. Source: Owens-Corning Fiberglas Corp.

SUPPLIERS

The continuing drive of the U.S. auto industry to build more corrosion protection into its products resulted in an 11.4-percent increase in per-vehicle use of zinc coatings during the '84 model year. In its annual survey of the nation's four largest auto companies, the Zinc Institute estimates the typical U.S.-built '84 car contained 6.15 pounds of zinc used as a coating material.

ZINC COATINGS CONTENT—TYPICAL U.S. CAR BY MODEL YEAR

	1984*		1983		1982	
Type	lbs./steel	lbs./zinc	lbs./steel	lbs./zinc	lbs./steel	lbs./zinc
One-side	66	1.15	59	0.96	52	0.85
Two-side	136	4.46	121	3.97	116	3.81
Zincrometal	88	0.54	95	0.95	109	0.68
Net total (in finished car)	290	6.15	275	5.52	277	5.34
Gross total (zinc consumed)	—	9.46	—	8.49	—	8.22
Zinc rich paint	—	1.00	—	1.25	—	1.25
Cumulative total of zinc consumed	—	10.46	—	9.74	—	9.47

*—Estimate.

Source: Zinc Institute Inc.

PRIMARY MAGNESIUM PRODUCTION BY WORLD ZONE

(Metric Tons)

	U.S. & Canada	Latin Amer.	West'n. Europe	Africa & Mid. East	Asia & Oceania	TOTAL
1978	143,900	....	54,000	....	11,300	209,200
1979	156,400	....	58,700	....	11,400	226,500
1980	163,000	....	64,400	....	9,200	236,600
1981	138,400	....	64,400	....	5,700	208,500
1982	97,800	....	52,800	....	5,800	156,400
1983	109,000	....	51,000	....	6,000	166,000
1984	152,800	1,000	71,600	....	6,700	232,100

Source: International Magnesium Assn.

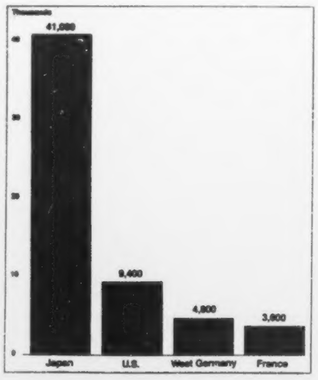
PRIMARY PRODUCER SHIPMENTS OF MAGNESIUM BY AREA

(Metric Tons)

	U.S. & Canada	Latin Amer.	West'n. Europe	Africa & Mid. East	Asia & Oceania	TOTAL
1978	108,000	15,000	61,000	1,000	25,000	210,000
1979	117,000	18,000	67,000	2,000	25,000	229,000
1980	111,000	17,000	66,000	2,000	23,000	219,000
1981	104,000	12,000	61,000	2,000	24,000	203,000
1982	96,000	8,000	44,000	1,000	20,000	169,000
1983	98,600	9,600	60,400	2,400	33,400	204,000
1984	110,100	8,000	66,800	1,600	29,500	216,000

Source: International Magnesium Assn.

WORLD ROBOT POPULATION AT END OF 1983



Source: Robotics Industries Assn.

ESTIMATED AMOUNT OF ALUMINUM IN U.S. CARS—1960-1985

Model year	Average car weight lbs. (1)	Aluminum application lbs./car (2)	% Aluminum
1960	....	54	.....
1961	....	63	.....
1962	....	67	.....
1963	....	70	.....
1964	....	72	.....
1965	....	71	.....
1966	....	73	.....
1967	....	71	.....
1968	3,863	72	1.9
1969	3,942	73	1.9
1970	3,877	78	2.0
1971	3,887	77	2.0
1972	3,942	78	2.0
1973	3,969	81	2.0
1974	3,968	83	2.1
1975	4,058	84	2.1
1976	4,059	87	2.1
1977	3,944	100	2.5
1978	3,589	114	3.2
1979	3,485	118	3.4
1980	3,100	120	3.9
1981	3,073	130	4.2
1982	3,051	133	4.4
1983	3,115	135	4.3
1984	3,103	137	4.4
1985	....	139	.....

(1) "Passenger Car Fuel Economy . . . Trends through 1984." J. D. Murrell et al, EPA.

(2) Alcoa (model years 1960-1971); Automotive & Truck Committee, Aluminum Assn. (model years 1972-present).

The Robotics Industry Assn. estimates some 13,000 industrial robots are installed in the U.S., about 35 percent of them in the auto industry. According to the RIA, U.S.-based suppliers shipped more robots in 1983 and 1984 than in the previous 20 years combined. Based on new orders, the average price of a robot dropped from $74,100 in 1983 to $59,200 during 1984.

ROBOT STATISTICAL HIGHLIGHTS

for the year ended December 31, 1983 and the three month periods ended March 31, 1984 and June 30, 1984

	Units	Millions
Year ended December 31, 1983:		
Unfilled orders @ 1/1/83	585	$ 43.7
New Orders	4,057	300.8
Shipments	3,060	194.4
Unfilled orders @ 12/31/83	1,582	$150.1
Quarter ended March 31, 1984:		
Unfilled orders @ 1/1/84:	1,264	$122.8
New orders	914	54.2
Shipments	1,232	81.5
Unfilled orders @ 3/31/84/	1,264	$122.3
Quarter ended June 30, 1984:		
Unfilled orders @ 4/1/84	1,264	$122.8
New orders	1,455	86.0
Shipments	1,065	66.5
Unfilled orders @ 6/30/84	1,654	$142.4

Source: Robotic Industries Assn.

TOTAL INDUSTRY SHIPMENTS MACHINE TOOLS – CUTTING AND FORMING

1984 Shipments by Month

	Domestic	Foreign	Total
January	$ 100,900,000	$ 12,050,000	$ 112,950,000
February	135,700,000	11,600,000	147,300,000
March	172,350,000	16,900,000	189,250,000
April	145,000,000	13,750,000	158,750,000
May	194,400,000	15,650,000	210,050,000
June	182,250,000	21,300,000	203,500,000
July	182,000,000	11,750,000	193,750,000
August	155,150,000	9,200,000	164,350,000
September	189,850,000	20,900,000	210,750,000
October	187,050,000	20,700,000	207,750,000
November	195,450,000	16,300,000	211,750,000
December	247,750,000	19,800,000	267,550,000
1984	$2,087,800,000	$189,900,000	$2,277,700,000

Source: National Machine Tool Builders' Assn.

INDUSTRY SHIPMENTS METAL CUTTING – TYPE MACHINE TOOLS

1984 Shipments by Month

	Domestic	Foreign	Total
January	$ 65,350,000	$ 7,200,000	$ 72,550,000
February	95,300,000	7,750,000	103,050,000
March	112,350,000	10,150,000	122,500,000
April	92,700,000	8,800,000	101,500,000
May	142,100,000	7,900,000	150,000,000
June	138,750,000	11,550,000	150,300,000
July	127,500,000	5,750,000	133,250,000
August	111,050,000	5,900,000	116,950,000
September	138,700,000	12,650,000	151,350,000
October	129,450,000	15,700,000	145,150,000
November	147,150,000	11,900,000	159,050,000
December	178,650,000	14,050,000	192,700,000
1984	$1,479,050,000	$119,300,000	$1,598,350,000

Source: National Machine Tool Builders' Assn.

INDUSTRY SHIPMENTS METAL FORMING – TYPE MACHINE TOOLS

1984 Shipments by Month

	Domestic	Foreign	Total
January	$ 35,550,000	$ 4,850,000	$ 40,400,000
February	40,400,000	3,850,000	44,250,000
March	60,000,000	6,750,000	66,750,000
April	52,300,000	4,950,000	57,250,000
May	52,300,000	7,750,000	60,050,000
June	43,450,000	9,750,000	53,200,000
July	54,500,000	6,000,000	60,500,000
August	44,100,000	3,300,000	47,400,000
September	51,150,000	8,250,000	59,400,000
October	57,600,000	5,000,000	62,600,000
November	48,300,000	4,400,000	52,700,000
December	69,100,000	5,750,000	74,850,000
1984	$608,750,000	$70,600,000	$679,350,000

Source: National Machine Tool Builders' Assn.

MACHINE TOOL SHIPMENTS—1983-1984

(Thousands of Dollars)

	Metal Cutting			Metal Forming			Total Cutting and Forming		
	Domestic	Foreign	Total	Domestic	Foreign	Total	Domestic	Foreign	Total
1984	1,479,050	119,300	1,598,350	608,750	70,600	679,350	2,087,800	189,900	2,277,700
1983	1,199,600	171,900	1,371,500	430,450	43,100	473,550	1,630,050	215,000	1,845,050
% Change 1984/1984	+23.3	−30.6	+16.5	+41.4	+63.8	+43.5	+28.1	−11.7	+23.4

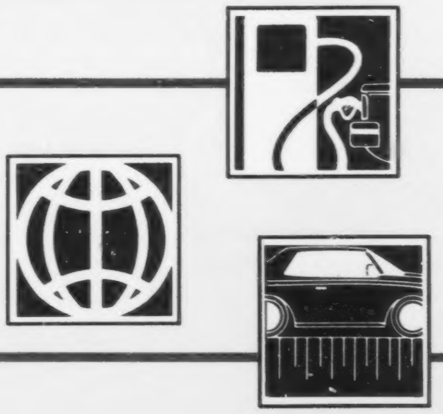
Source: National Machine Tool Builders' Assn.

REINFORCED PLASTICS SHIPMENTS BY MARKETS

(Including thermoset and thermo plastic resin composites, reinforcements and filters)
(Shipments in millions of pounds)

MARKETS	1979	1980	1981	1982	1983	1984 Estimate	1985 Forecast
Aircraft/ Aerospace	23	25	28	22	25	29	32
Appliance/Business Equipment	130	104	117	82	106	123	129
Construction	335	287	317	312	400	422	425
Consumer Products	126	103	115	84	128	143	146
Corrosion-Resistant Equipment	238	252	275	235	288	320	329
Electrical/Electronic	180	162	178	140	170	189	196
Marine	385	275	290	230	276	309	310
Transportation/Land	**550**	**416**	**445**	**359**	**458**	**540**	**560**
Specialties/Other	79	70	75	64	72	80	83
TOTAL	2,046	1,694	1,840	1,528	1,923	2,155	2,210

Sources: Actuals and Estimates—SPI Reinforced Plastics/Composites Institute.
Forecast—PPG Industries, Fiber Glass Products.
Data include all composites except printed circuit board laminates.



ET CETERA

IMPORTED NEW-CAR INVENTORIES

(Compiled by Automotive News)

	Unit Count	Days' Supply
1981		
July 1	441,114	51
August 1	414,736	44
September 1	380,572	43
October 1	304,932	45
November 1	328,674	54
December 1	349,353	55
1982		
January 1	383,228	60.5
February 1	375,784	56.5
March 1	371,553	51
April 1	366,059	49
May 1	368,113	56
June 1	399,030	52.5
July 1	438,113	57
August 1	429,663	56
September 1	387,780	51
October 1	354,500	48.5
November 1	365,467	56
December 1	374,775	51
1983		
January 1	380,316	54
February 1	355,603	49
March 1	316,745	41
April 1	287,408	35
May 1	294,703	40
June 1	275,411	33
July 1	251,787	28
August 1	227,819	26.5
September 1	195,418	25
October 1	200,939	30
November 1	217,965	29
December 1	224,290	29
1984		
January 1	223,527	30
February 1	205,337	26
March 1	207,683	28
April 1	212,315	27
May 1	221,547	32
June 1	213,780	23
July 1	216,815	25
August 1	197,688	24
September 1	184,513	23.5
October 1	179,171	24
November 1	186,567	24
December 1	232,152	27
1985		
January 1	259,033	32.5
February 1	262,990	33
March 1	250,216	31

LOCAL ADVERTISING BY FRANCHISED DEALERS

Estimated totals in millions spent in 1984 by all dealers.

By Media Used	
Newspapers	$1,204
Radio	543
TV	231
Direct Mail	95
Outdoor (Billboards, Signs)	44
Displays, Demonstrations	25
Programs Theater, Sports, School, etc.)	20
Handouts, Handbills	9
Other	19
TOTAL	$2,190
By Type of Advertising	
New Vehicle	$1,150
Used Vehicle	613
Institional	230
Service	197

Source: NADA Data for 1985; NADA Industry Analysis Dept.

NEW-CAR INTENDERS VS. 1984 BUYERS

	Total Population		1984 New-Car Buyers			
	Driving-Age Public	New-Car Intenders	Total Industry	Domestic	European	Japanese
Male	42%	53%	59%	59%	66%	57%
Median Age	44 Yrs.	44 Yrs.	43 Yrs.	46 Yrs.	37 Yrs.	35 Yrs.
Married	58%	53%	66%	68%	68%	59%
Median House. Income	$22,400	$29,380	$36,450	$35,450	$57,570	$37,480
College Grad.	27%	41%	38%	33%	63%	52%

Source: J. D. Power Asso. "1984 New-Car Buyer Survey."

NEW-CAR BUYER DEMOGRAPHICS

	% Male	Median Age Years	% Married	Median Household Income	% Two Full-Time Wage-Earners	Median Price Paid
Domestic	**59**	**46**	**65**	**$35,310**	**29**	**$11,467**
AMC/Renault	50	35	64	31,498	34	8,260
Buick	60	52	72	38,955	25	12,485
Cadillac	70	59	79	57,702	21	21,773
Chevrolet	56	41	65	33,423	31	10,466
Chrysler	60	50	70	38,861	30	13,392
Dodge	59	40	62	31,795	30	9,710
Ford	58	43	65	30,222	30	9,553
Lincoln	67	57	76	63,427	23	23,381
Mercury	57	51	70	35,406	27	11,966
Oldsmobile	63	51	72	37,339	29	12,517
Plymouth	59	42	68	30,322	27	8,817
Pontiac	56	38	61	34,070	31	11,682
Japanese	**57**	**35**	**59**	**$37,480**	**36**	**$10,102**
Honda	56	34	58	37,477	36	10,092
Isuzu	58	35	58	40,715	38	11,333
Mazda	59	33	49	34,853	30	11,127
Mitsubishi	62	33	52	38,031	38	9,984
Nissan	56	36	61	37,808	35	9,781
Subaru	59	35	66	34,591	44	9,360
Toyota	59	37	60	38,798	36	10,280
European	**66**	**37**	**68**	**$57,570**	**35**	**$17,500**
Audi	67	40	73	62,918	38	18,422
BMW	65	35	58	61,030	45	18,780
Jaguar	64	44	80	100,000 +	28	33,520
Mercedes-Benz	68	46	76	87,501	29	28,904
Porsche	78	36	62	81,251	32	26,118
Saab	62	35	62	53,001	37	15,000
Volkswagen	66	32	55	36,754	37	9,529
Volvo	65	37	75	51,393	36	15,202

Source: J. D. Power Assoc. "1984 New-Car Buyer Survey"

Import Vehicle Television Advertising:

January-September 1983-84

	1983			1984		
	Spot TV	Network TV	Total TV	Spot TV	Network TV	Total TV
Nissan	$30,499,000	$19,067,400	$49,566,400	$33,003,400	$33,880,400	$66,883,800
Toyota	34,999,500	12,803,300	47,802,800	44,366,700	9,405,200	53,771,900
Volkswagen	9,524,700	12,167,000	21,691,700	12,649,500	8,963,100	21,612,600
Mazda	1,568,100	20,152,200	21,720,300	2,091,000	18,365,200	20,456,200
Honda	9,809,900	2,388,700	12,198,600	3,300,000	11,241,500	14,541,500
Subaru	4,146,200	6,958,600	11,104,800	3,859,800	7,248,200	11,108,000
Mercedes-Benz	581,600	6,807,000	7,388,600	73,500	8,306,200	8,379,700
Mitsubishi	8,141,300	——	8,141,300	7,872,000	——	7,872,000
BMW	2,585,400	1,488,200	4,073,600	4,710,200	1,920,700	6,630,900
Isuzu	2,338,400	1,735,800	4,074,200	1,490,300	3,199,700	4,690,000
Volvo	1,878,900	225,300	2,104,200	4,056,900	331,700	4,388,600
Peugeot	2,874,600	——	2,874,600	1,615,400	——	1,615,400
Saab	361,300	——	361,300	608,600	——	608,600
Total	109,308,900	83,793,500	193,102,400	119,697,300	102,861,900	222,559,200

Note: Includes cars and trucks. Source: Television Bureau of Advertising from Broadcast Advertisers Reports data.

1983 FACTORY ADVERTISING FOR CARS AND TRUCKS IN U.S.

Thousands of dollars

	Newspapers	Magazines	Farm pub.	Network TV	Spot TV	Network Radio	Spot Radio	Outdoor	Unmeasured	Total 1983	Total 1982
General Motors	88,578.5	89,020.0	1,740.9	201,350.4	25,678.4	9,410.7	29,079.4	4,183.3	146,087.9	595,129.5	549,000.0
Ford Motor Co.	49,602.6	80,346.3	3,431.3	172,308.1	37,857.4	7,185.6	12,993.1	1,805.9	113,529.7	479,060.0	387,000.0
Chrysler Corp.	31,845.7	44,845.2	716.6	84,193.7	18,626.0	2,858.0	16,651.1	679.3	29,604.5	230,020.1	214,000.0
VW of America	9,947.4	37,902.2	——	22,177.6	16,921.8	——	2,984.6	4.3	22,562.1	112,500.0	103,000.0
American Motors	8,314.5	15,644.5	84.2	50,972.3	6,221.7	——	120.7	1,088.3	18,354.6	100,800.7	78,587.0
American Honda	8,059.4	19,850.4	813.7	41,529.3	10,806.9	2,636.1	11,035.8	2,450.7	18,000.0	115,182.3	94,891.8
INDUSTRY TOTAL	196,348.1	287,348.1	6,786.7	572,531.4	116,112.2	22,090.4	72,864.7	10,211.8	348,138.8	1,632,692.6	1,426,478.8

Expenditures based on Advertising Age estimates.

1983 DIRECT MEDIA ADVERTISING BY MAJOR IMPORTERS

Thousands of dollars

	Magazine	Network TV	Spot TV	Newspapers	Spot Radio	Network Radio	Outdoor	Unmeasured	Total 1983	Total 1982
Toyota	12,416.4	22,852.5	42,505.9	12,570.7	3,342.8	20.0	2,284.1	17,656. 6	113,649.0	111,342.3
Nissan	13,351.9	33,602.9	37,723.6	9,443.6	10,880.6	——	995.1	16,619.1	122,616.8	117,566.7
Mazda	14,550.5	27,159.7	2,270.7	1,970.6	——	——	——	28,548.5	74,500.0	70,531.4
Subaru	3,921.5	11,593.7	5,148.5	——	——	——	34.0	11,000.0	31,067.7	25,375.4
BMW	6,212.0	1,488.2	3,721.7	17.0	——	——	2.9	6,500.0	17,941.8	19,480.3
Volvo	7,450.0	225.3	4,274.5	47.0	——	——	3.0	5,500.0	17,499. 8	14,265.3
Mitsubishi	3,672.6	——	9,995.3	——	——	——	——	2,000.0	15,667.9	7,936.0
Isuzu	1,913.0	589.4	2,176.3	300.0	300.0	——	13.2	2,000.0	7,291.9	9,600.0
TOTAL	62,857.9	97,511.7	107,816.5	24,348.9	14,523.4	20.0	3,332.3	89,824.2	400,234.9	376,097.4

Toyota, Nissan, Mazda expenditures supplied by Advertising Age. Subaru, BMW, Volvo, Mitsubishi, and Isuzu numbers based on Leading National Advertiser reports and Automotive News estimates.

JAPAN'S TOP EXPORT MARKETS

1984 Pos.	Country	1984 Units	1983 Pos.
1	United States	2,579,439	1
2	West Germany	320,288	3
3	Australia	279,597	4
4	Saudi Arabia	227,842	2
5	United Kingdom	220,825	5
6	Canada	219,128	6
7	Indonesia	157,657	9
8	Malaysia	129,117	7
9	Holland	123,699	8
10	Thailand	105,730	10
11	Belgium	91,690	11
12	New Zealand	90,364	19
13	Puerto Rico	88,391	14
14	China	84,666	*
15	South Africa	78,977	15
16	Switzerland	69,235	12
17	Denmark	64,996	*
18	France	62,391	17
19	Austria	61,113	13
20	Finland	60,015	18
*	Iran	——	16
	*Greece	——	20

*—Not in Top Twenty.
SOURCE: Japan Automobile Manufacturers Assn.

Announcement dates of U.S. models

	1981	1982	1983	1984	1985
AMERICAN MOTORS					
Eagle	Sept. 25, 1980	Sept. 24, 1981	Sept. 22, 1982	Sept. 29, 1983	Oct. 1, 1984
Concord	Sept. 25, 1980	Sept. 24, 1981			
Spirit	Sept. 25, 1980	Sept. 24, 1981	Sept. 22, 1982		
BUICK					
Century	Sept. 25, 1980	Jan. 14, 1982	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Electra (FWD)					April 5, 1984
Electra (RWD)	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 23, 1983	
LeSabre	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Regal	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Riviera	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Skyhawk		March 4, 1 1982	Sept. 23, 1982	Sept. 22, 1983	Nov. 8, 1984
Skylark	Sept. 25, 1980	Nov. 12, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Somerset Regal					Oct. 2, 1984
CADILLAC					
Cadillac (RWD)	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Cimarron		May 21, 1981	Sept. 23, 1982	Sept. 22, 1983	Nov. 8, 1984
DeVille (FWD)					April 5, 1984
Eldorado	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Limousine	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Seville	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
CHEVROLET					
Camaro	Sept. 25, 1980	Jan. 14, 1982	Nov. 18, 1982	Sept. 22, 1983	Nov. 8, 1984
Cavalier		May 21, 1981	Sept. 23, 1982	Sept. 22, 1983	Nov. 8, 1984
Celebrity		Jan. 14, 1982	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Chevette	Sept. 25, 1980	Nov. 12, 1981	Sept. 23, 1982	Sept. 22, 1983	Nov. 21, 1984
Citation	Sept. 25, 1980	Nov. 12, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Corvette	Sept. 25, 1980	Jan. 14, 1982		Apr. 21, 1983	Oct. 2, 1984
Impala/Caprice	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Malibu	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982		
Monte Carlo	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Nova					June 13, 1985
CHRYSLER					
Cordoba	Oct. 13, 1980	Oct. 1, 1981	Oct. 5, 1982		
Exec. Sedan/Limousine				Sept. 29, 1983	Oct. 1, 1984
N. Yorker/Fifth Ave.	Oct. 13, 1980	Oct. 1, 1981	Oct. 5, 1982	Sept. 29, 1983	Oct. 1, 1984
Laser				Sept. 29, 1983	Oct. 1, 1984
LeBaron	Oct. 13, 1980	Oct. 29, 1981	Oct. 5, 1982	Sept. 29, 1983	Oct. 1, 1984
LeBaron GTS					Jan. 2, 1985
New Yorker/E-Class			Oct. 5, 1982	Sept. 29, 1983	Oct. 1, 1984
DODGE					
Aries	Oct. 2, 1980	Oct. 1, 1981	Oct. 5, 1982	Sept. 29, 1983	Oct. 1, 1984
Daytona				Sept. 29, 1983	Oct. 1, 1984
Diplomat	Oct. 13, 1980	Oct. 1, 1981	Oct. 5, 1982	Sept. 29, 1983	Oct. 1, 1984
Dodge 400		Oct. 29, 1981	Oct. 5, 1982		
Dodge 600			Oct. 5, 1982	Sept. 29, 1983	Oct. 1, 1984
Dodge (std.)	Oct. 13, 1980				
Lancer					Jan. 2, 1985
Mirada	Oct. 13, 1980	Oct. 1, 1981	Oct. 5, 1982		
Omni	Oct. 13, 1980	Oct. 1, 1981	Oct. 5, 1982	Sept. 29, 1983	Oct. 1, 1984
024/Charger	Oct. 13, 1980	Oct. 1, 1981	Oct. 5, 1982	Sept. 29, 1983	Oct. 1, 1984
FORD					
Crown Victoria	Oct. 3, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 4, 1984
Escort	Oct. 3, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 4, 1984
EXP		April 19, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 4, 1984

Continued on Page 196

U.S. CAR SCRAPPAGE SINCE 1950

	CARS IN USE ON JULY 1		CARS IN USE ON JUNE 30	Growth of Cars In Use During Period	New Cars Registered 7/1-6-30	Cars Scrapped During Period	Growth % of Cars in Use	Scrappage %. of New Cars Regis. During Period	Scrappage % of Cars in Use on July1
1950	35,923,583	1951	38,515,538	2,591,955	6,305,372	3,713,417	7.7	58.9	10.3
1951	38,515,538	1952	39,769,741	1,254,203	4,392,192	3,137,989	3.3	71.4	8.1
1952	39,769,741	1953	42,202,349	2,432,608	4,898,544	2,465,936	6.1	50.3	6.2
1953	42,202,349	1954	44,387,113	2,184,764	5,675,764	3,491,000	5.2	61.5	8.3
1954	44,387,113	1955	47,377,970	2,990,857	6,238,293	3,247,436	6.7	52.1	7.3
1955	47,377,970	1956	49.803,977	2,426,007	6,738,766	4,312,759	5.1	64.0	9.1
1956	49,803,977	1957	51,432,460	1,628,483	5,937,636	4,309,153	3.3	72.6	8.7
1957	51,432,460	1958	52,492,509	1,060,049	5,281,656	4,221,607	2.1	79.9	8.2
1958	52,492,509	1959	55,086,761	2,594,252	5,575,893	2,981,641	4.9	53.5	5.7
1959	55,086,761	1960	57,102,676	2,015,915	6,364,634	4,348,719	3.7	68.3	7.9
1960	57,102,676	1961	58,854,380	1,751,704	6,045,822	4,294,118	3.1	71.0	7.5
1961	58,854,380	1962	60,919,579	2,065,199	6,425,973	4,360,774	3.5	67.9	7.4
1962	60,919,579	1963	63,493,277	2.573,698	7,314,715	4,741,017	4.2	64.8	7.8
1963	63,493,277	1964	66,051,415	2,558,138	7,877,424	5,319,286	4.0	67.5	8.4
1964	66,051,415	1965	68,939,770	2,888,355	8,592,728	5,704,373	4.4	66.4	8.6
1965	68,939,770	1966	71,263,738	3,023,968(1)	9,197,480	6,173,512	4.4	67.1	9.0
1966	71,263,738	1967	72,967,686	1,703,948	8,688,162	6,984,214	2.4	80.4	9.8
1967	72,967,686	1968	75,358,034	2,390,348	8,590,365	6,200,017	3.3	72.2	8.5
1968	75,358,034	1969	78,494,938	3,136,904	9,485,392	6,348,488	4.2	66.9	8.4
1969	78,494,938	1970	80,448,463	1,953,525	9,414,509	7,460,984	2.5	79.2	9.5
1970	80,448,463	1971	83,137,324	2,688,861	8,709,902	6,021,041	3.3	69.1	7.5
1971	83,137,324	1972	86,438,957	3,120,633(2)	10,178,662	7,058,029	3.8	69.3	8.5
1972	86,438,957	1973	89,805,159	3,366,202	11,353,586	7,987,384	3.9	70.4	9.2
1973	89,805,159	1974	92,607,551	2,802,392	9,996,071	7,193,679	3.1	72.0	8.0
1974	92,607,551	1975	95,240,602	2,633,051	8,301,759	5,668,708	2.8	68.3	6.1
1975	95,240,602	1976	97,818,221	2,577,619	9,406,522	6,828,903	2.6	72.6	7.2
1976	97,818,221	1977	99,903,594	2,085,373	10,319,298	8,233,925	2.1	79.8	8.4
1977	99,903,594	1978	102,956,713	3,053,119	10,960,194	7,907,075	3.1	72.1	7.9
1978	102,956,713	1979	104,676,507	1,719,794	11,032,068	9,312,274	1.7	84.4	9.0
1979	103,365,589*	1980	104,563,781	1,198,192	9,603,185	8,404,993	1.2	87.5	8.1
1980	104,563,781	1981	105,838,582	1,274,801	8,817,281	7,542,480	1.2	85.5	7.2
1981	105,838,582	1982	106,867,108	1,028,526	7,949,799	6,921,273	1.0	87.1	6.5
1982	106,867,108	1983	108,961,215	2,094,107	8,336,651	6,242,544	2.0	74.9	5.8
1983	108,961,215	1984	112,018,640	3,057,425	9,732,353	6,674,928	2.8	68.6	6.1

*—Adjusted to reflect transfer of 1,310,918 passenger vans to truck total.

(1)--Each year many trucks are issued passenger car license plates due to their intended usage or local state laws. Beginning in 1966 VIN prefixes were utilized to achieve an accurate means of identifying these trucks in all states. The 1965 growth and scrappage figures have been adjusted to reflect the estimated 700,000 trucks which were selected from the passenger car file and properly counted as trucks.

(2)--Each year vehicles registered in one state to an address in a different state have been excluded from the count of vehicles in operation. Beginning in 1971 approximately 181,000 passenger cars registered to fleets at out-of-state addresses have been included.

Adjustments for the absence of Oklahoma and other states have been made where applicable.

R.L. POLK & CO. MOTOR STATISTICAL DIVISION

U.S. TRUCK SCRAPPAGE SINCE 1950

	TRUCKS IN USE ON JULY 1		TRUCKS IN USE ON JUNE 30	Growth of Trucks In Use During Period	New Trucks Registered 7-1/6-30	Trucks Scrapped During Period	Growth % of Trucks in Use	Scrappage % of New Trucks Regis. During Period	Scarppage % of Trucks in Use on July 1
1950	7,577,037	1951	8,064,883	487,846	1,147,854	660,008	6.4	57.5	8.7
1951	8,064,883	1951	8,419,855	354,972	886,807	531,835	4.4	60.0	6.6
1952	8,419,855	1953	8,692,574	272,719	888,651	615,932	3.2	69.3	7.3
1953	8,692,574	1954	8,880,408	107,834	888,347	780,513	1.2	87.9	9.0
1954	8,800,408	1955	9,162,444	362,036	829,695	467,659	4.1	56.4	5.3
1955	9,162,444	1956	9,544,082	381,638	977,895	596,257	4.2	61.0	6.5
1956	9,544,082	1957	9,775,950	231,868	862,171	630,303	2.4	73.1	6.6
1957	9,775,950	1958	10,056,567	280,617	782,862	502,245	2.9	64.2	5.1
1958	10,056,567	1959	10,532,145	475,578	847,663	372,085	4.7	43.9	3.7
1959	10,532,145	1960	10,802,959	270,814	961,382	690,558	2.6	71.8	6.6
1960	10,802,959	1961	11,042,770	239,811	886,602	646,791	2.2	73.0	6.0
1961	11,042,770	1962	11,463,381	420,611	996,514	575,903	3.8	57.8	5.2
1962	11,463,381	1963	11,902,039	438,658	1,158,697	720,039	3.8	62.1	6.3
1963	11,902,039	1964	12,444,964	542,925	1,322,795	779,870	4.6	59.0	6.6
1964	12,444,964	1965	13,126,579	681,615	1,417,590	735,975	5.5	51.9	5.9
1965	13,126,579	1966	14,356,591	530,012(1)	1,603,605	1,073,593	4.0	66.9	8.2
1966	14,356,591	1967	14,988,491	631,900	1,578,549	946,649	4.4	60.0	6.6
1967	14,988,491	1968	15,684,917	696,426	1,556,968	860,542	4.6	55.3	5.7
1968	15,684,917	1969	16,586,368	901,451	1,867,454	966,003	5.7	51.7	6.2
1969	16,586,368	1970	17,687,505	1,101,137	1,938,310	837,173	6.6	43.2	5.0
1970	17,687,505	1971	18,462,287	774,782	1,818,659	1,043,877	4.4	57.4	5.9
1971	18,426,287	1972	19,772,938	1,310,651	2,358,682	1,048,031	7.1	44.4	5.7
1972	19,772,938	1973	21,411,931	1,638,993	2,846,529	1,207,536	8.3	42.4	6.1
1973	21,411,931	1974	23,312,245	1,900,314	2,947,521	1,047,207	8.9	35.5	4.9
1974	23,312,245	1975	24,812,843	1,500,598	2,408,297	907,699	6.4	37.7	3.9
1975	24,812,843	1976	26,560,296	1,747,453	2,844,910	1,097,457	6.6	38.6	4.4
1976	26,560,296	1977	28,221,661	1,661,365	3,329,018	1,667,653	5.9	50.1	6.3
1977	28,221,661	1978	30,564,701	2,343,040	3,769,334	1,426,294	8.3	37.8	5.1
1978	30,564,701	1979	32,582,991	2,018,290	3,934,432	1,916,142	6.6	48.7	6.3
1979	33,893,909*	1980	35,267,535	1,373,626	3,105,296	1,731,670	4.1	55.8	5.1
1980	35,267,535	1981	36,069,197	801,662	2,320,208	1,518,546	2.3	65.4	4.3
1981	36,069,197	1982	36,986,537	917,340	2,376,135	1,458,795	2.5	61.4	4.0
1982	36,986,537	1983	38,143,304	1,156,767	2,647,738	1,490,971	3.1	56.3	4.0
1983	38,143,304	1984	40,142,872	1,999,568	3,601,457	1,601,889	5.2	44.5	4.2

*-Adjusted to reflect transfer of 1,310,918 passenger vans from passenger car total to truck total.

(1)—Each year many trucks are issued passenger car license plates due to their intented usage or local states laws. Beginning in 1966 VIN prefixes were utilized to achieve an accurate means of identifying these trucks in all states. The 1965 growth and scrappage figures have been adjusted to reflect the esitmated 700,000 trucks which were selected from the passenger car file and properly counted as trucks.

Note: Adjustments for the absence of Oklahoma and other states have been made where applicable.

R.L. POLK & CO. MOTOR STATISTICAL DIVISION

ET CETERA

Announcement dates of U.S. models

Continued from Page 195

	1981	1982	1983	1984	1985
Fairmont	Oct. 3, 1980	Sept. 24, 1981	Sept. 23, 1982		
Granada/LTD	Oct. 3, 1980	Sept. 24, 1981	Oct. 14, 1982	Sept. 22, 1983	Oct. 4, 1984
Mustang	Oct. 3, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 4, 1984
Tempo				May 26, 1983	Oct. 4, 1984
Thunderbird	Oct. 3, 1980	Sept. 24, 1981	Feb. 17, 1983	Sept. 22, 1983	Oct. 4, 1984
HONDA					
Arcord			Oct. 27, 1982	Sept. 12, 1983	Sept. 13, 1984
IMPERIAL	Oct. 2, 1980	Oct. 1, 1981			
LINCOLN					
Lincoln	Oct. 3, 1930	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 4, 1984
Continental		Oct. 1, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 4, 1984
Mark VI/MarkVII	Oct. 3, 1980	Sept. 24, 1981	Sept. 23, 1982	Nov. 10, 1983	Oct. 4, 1984
MERCURY					
Capri	Oct. 3, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 4, 1984
Cougar/Marquis	Oct. 3, 1980	Sept. 24, 1981	Oct. 14, 1982	Sept. 22, 1983	Oct. 4, 1984
Cougar (XR-7)	Oct. 3, 1980	Sept. 24, 1981	Feb. 17, 1983	Sept. 22, 1983	Oct. 4, 1984
Grand Marquis	Oct. 3, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 4, 1984
LN7		April 9, 1981	Sept. 23, 1982		
Lynx	Oct. 3, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 4, 1984
Topaz				May 26, 1983	Oct. 4, 1984
Zephyr	Oct. 3, 1980	Sept. 24, 1981	Sept. 23, 1982		
OLDSMOBILE					
Calais					Oct. 2, 1984
Cutlass Ciera		Jan. 14, 1982	Sept. 23 1982	Sept. 22, 1983	Oct. 2, 1984
Cutlass Supreme	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
88	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Firenza		March 4, 1982	Sept. 23, 1982	Sept. 22, 1983	Nov. 8, 1984
Ninety-Eight (FWD)					April 15, 1984
Ninety-Eight (RWD)	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	
Omega	Sept. 25, 1980	Nov. 12, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
Toronado	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 22, 1983	Oct. 2, 1984
PLYMOUTH					
Caravelle					Oct. 1, 1984
Gran Fury	Oct. 13, 1980	Oct. 1, 1981	Oct. 5, 1982	Sept. 29, 1983	Oct. 1, 1984
Horizon	Oct. 13, 1980	Oct. 1, 1981	Oct. 5, 1982	Sept. 29, 1983	Oct. 1, 1984
Reliant	Oct. 2, 1980	Oct. 1, 1981	Oct. 5, 1982	Sept. 29, 1983	Oct. 1, 1984
TC3/Turismo	Oct. 13, 1980	Oct. 1, 1981	Oct. 5, 1982	Sept. 29, 1983	Oct. 1, 1984
PONTIAC					
Fiero				Sept. 12, 1983	Jan. 10, 1985
Firebird	Sept. 25, 1980	Jan. 14, 1982	Sept. 23, 1982	Sept. 12, 1983	Nov. 8, 1984
Grand Am					Oct. 2, 1984
Grand Prix	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 12, 1983	Oct. 2, 1984
Lemans/Bonneville	Sept. 25, 1980	Sept. 24, 1981	Sept. 23, 1982	Sept. 12, 1983	Oct. 2, 1984
1000	April 19, 1980	Nov. 12, 1981	Sept. 23, 1982	Sept. 12, 1983	Nov. 21, 1984
Pontiac/Parisienne	Sept. 25, 1980		Feb. 25, 1983	Sept. 12, 1983	Oct. 2, 1984
Phoenix	Sept. 25, 1980	Nov. 12, 1981	Sept. 23, 1982	Sept. 12, 1983	Oct. 2, 1984
6000		Jan. 14, 1982	Sept. 23, 1982	Sept. 12, 1983	Oct. 2, 1984
2000/Sunbird		May 21, 1981	Sept. 23, 1982	Sept. 12, 1983	Nov. 8, 1984
RENAULT					
Alliance			Sept. 22, 1982	Sept. 29, 1983	Oct. 1, 1984
Encore				Sept. 29, 1983	Oct. 1, 1984
VOLKSWAGEN					
Rabbit	Oct. 20, 1980	Oct. 21, 1981	Oct. 21, 1982	Sept. 26, 1983	
Golf					Nov. 15, 1984

1984 CROSS BORDER AUTO SHIPMENTS

Company Division & Makes Names	# Cars Built in Canada for sale in the U.S. in 1984 Cal. Yr.	# Cars Built in U.S. for sale in Canada in the 1984 Cal. Yr.
American Motors	21,731	20,022
Encore	—	10,083
Eagle	21,731	—
Alliance	—	9,939
CHRYSLER CORP.	—	167,906
Plymouth Total	—	61,571
Horizon	—	18,313
Reliant	—	33,788
Caravelle	—	9,470
Chrysler Total	—	41,588
LeBaron	—	9,874
LaBaron GTS	—	1,863
Laser	—	8,794
New Yorker E Class	—	11,049
Fifth Avenue	—	10,008
Dodge Total	—	64,747
Omni	—	18,757
Aries	—	28,882
Daytona	—	3,628
Dodge 600	—	10,313
Lancer	—	894
Diplomat	—	2,273
FORD MOTOR	367,588	94,689
Ford Division	249,684	58,144
Escort	44,184	18,348
Mustang	—	10,489
LTD	—	17,062
Thunderbird	—	6,689
Crown Victoria	118,242	1,024
EXP	—	425
Tempo	87,258	3,907
L-M Division	117,904	36,545
Mercury Total	117,904	30,898
Lynx	7,205	7,945
Capri	—	3,300
Marquis	—	9,637
Cougar	—	5,417
Grand Marquis	86,870	2,465
Topaz	23,829	2,134
Lincoln Total	—	5,647
Continental	—	778
Lincoln	—	4,365
Mark VII	—	504
GENERAL MOTORS	439,909	271,598
Buick Division	—	56,211
Cadillac Division	—	7,135
Chevrolet Division	168,550	86,859
Celebrity	31,471	—
Chevrolet	137,079	—
Oldsmobile Division	26,147	59,022
Cutlass Supreme	26,146	—
Pontiac Division	245,213	62,371
Bonneville	46,133	—
Grand Prix	53,738	—
6000	120,103	—
Parisienne	25,239	—
VOLKSWAGEN	—	—
VOLVO	3,091	9,136
TOTAL CARS	832,319	563,351

DOMESTIC-CAR INVENTORIES

(Compiled by Automotive News)

	Unit Count	Days Supply
1977		
January 1	1,464,657	55
February 1	1,535,279	66
March 1	1,645,127	59
April 1	1,697,158	51
May 1	1,696,984	53
June 1	1,746,603	52
July 1	1,805,829	51
August 1	1,762,740	60
September 1	1,526,874	57
October 1	1,628,237	62
November 1	1,629,347	49
December 1	1,709,015	58
1978		
January 1	1,730,914	70
February 1	1,887,540	86
March 1	1,951,780	74
April 1	1,991,003	61
May 1	2,007,914	61
June 1	1,970,221	58
July 1	1,911,089	53
August 1	1,724,195	52
September 1	1,510,410	57
October 1	1,606,309	54
November 1	1,629,382	48
December 1	1,717,908	56
1979		
January 1	1,729,221	67
February 1	1,872,697	76
March 1	1,957,340	69
April 1	1,974,082	62
May 1	1,913,597	62
June 1	2,033,997	66
July 1	2,152,834	80
August 1	2,026,315	73
September 1	1,752,661	67
October 1	1,751,694	70
November 1	1,743,012	65
December 1	1,767,097	73
1980		
January 1	1,661,718	75
February 1	1,598,548	71
March 1	1,610,544	68
April 1	1,567,187	61
May 1	1,584,804	76
June 1	1,597,866	83
July 1	1,627,857	80
August 1	1,506,681	72
September 1	1,336,595	69
October 1	1,373,383	71
November 1	1,389,549	56
December 1	1,439,998	65
1981		
January 1	1,448,450	80
February 1	1,421,023	78
March 1	1,334,919	59
April 1	1,216,068	44
May 1	1,348,836	66
June 1	1,471,656	70
July 1	1,664,871	83
August 1	1,675,193	87
September 1	1,485,692	64
October 1	1,426,922	69
November 1	1,480,768	81
December 1	1,491,078	83
1982		
January 1	1,471,053	107
February 1	1,431,983	97
March 1	1,325,073	70
April 1	1,246,648	58
May 1	1,260,633	66
June 1	1,212,727	52
July 1	1,364,214	78
August 1	1,377,130	83
September 1	1,379,434	88
October 1	1,350,366	69
November 1	1,295,704	69
December 1	1,164,338	52
1983		
January 1	1,125,989	65
February 1	1,180,291	71
March 1	1,248,384	68
April 1	1,235,313	55
May 1	1,193,296	53
June 1	1,194,510	47
July 1	1,209,000	47
August 1	1,102,103	48
September 1	1,108,570	55
October 1	1,195,755	55
November 1	1,224,092	48
December 1	1,307,756	55
1984		
January 1	1,357,995	63
February 1	1,477,399	63
March 1	1,537,290	59
April 1	1,579,155	56
May 1	1,541,985	53
June 1	1,467,214	47
July 1	1,445,799	52
August 1	1,297,864	47
September 1	1,277,484	57
October 1	1,266,201	54
November 1	1,296,182	51
December 1	1,405,417	58
1985		
January 1	1,417,164	63
February 1	1,565,456	65
March 1	1,603,527	59

U.S. TRADE IN MOTOR VEHICLE AND PARTS WITH CANADA AND THE WORLD

(Dollars in Billions)

	U.S. Exports			**U.S. Imports**			**Net Exports**		
Year Quarter	To All Countries	To Canada	Percent with Canada	From all Countries	From Canada	Percent with Canada	To All Countries	To Canada	To all Countries Less Canada
1970	4.1	2.9	71.4	5.9	3.5	59.3	-1.8	-0.6	-1.2
1971	5.0	3.8	76.2	7.9	4.5	57.0	-2.9	-0.7	-2.7
1972	6.0	4.5	75.0	9.6	5.3	55.2	-3.6	-0.8	-2.8
1973	7.3	5.7	78.1	11.3	6.0	53.1	-4.0	-0.3	-3.7
1974	9.3	6.8	73.1	12.4	5.6	45.2	-3.1	1.2	-4.3
1975	11.2	7.6	67.9	12.1	5.8	47.9	-0.9	1.8	-2.7
1976	12.6	9.0	71.4	16.8	8.0	47.6	-4.2	1.0	-5.2
1977	13.7	10.3	75.2	19.4	9.3	47.9	-5.7	1.0	-6.7
1978	16.2	11.0	67.9	25.1	10.5	41.8	-8.9	0.5	-9.4
1979	18.8	12.3	65.4	26.5	9.7	36.6	-7.7	2.6	-10.3
1980	17.9	10.6	59.2	28.0	8.8	31.4	-10.1	1.8	-11.9
1981	20.4	12.1	59.3	30.8	10.6	34.4	-10.4	1.5	-11.9
1982	17.5	10.9	62.3	34.3	13.3	38.8	-16.8	-2.4	-14.4
1983	19.3	14.6	75.6	42.0	16.9	40.2	-22.7	-2.3	-20.4

SOURCE: Statistics Canada and U.S. Department of Commerce, Bureau of the Census.

WHERE JAPAN EXPORTED VEHICLES

Region	1984 Units	Percent	1983 Units	Percent
North America	2,798,567	45.81	2,447,313	43.17
U.S.	2,579,439	42.22	2,234,375	39.4
Canada	219,128	3.59	212,938	3.76
Europe	1,267,591	20.75	1,274,223	22.48
EEC	946,435	15.66	916,187	16.16
Southeast Asia	659,379	10.79	539,851	9.52
Middle East	428,614	7.02	623,313	10.99
Oceania	412,874	6.76	346,656	6.12
Africa	259,594	4.25	208,551	3.68
Central America	201,600	3.30	162,855	2.87
South America	61,885	1.01	55,179	0.97
Others	19,080	0.31	11,569	0.20
TOTAL	6,109,184	100.00	5,669,510	100.00

SOURCE: Japan Automobile Manufacturers Assn.

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C2700-1

Ford, Fiat whisper; all Europe strains to hear

By Richard Feast
European Editor

LONDON.—The one fact everyone is agreed on is that top executives of Ford of Europe and Fiat Auto have their heads together discussing each other's problems and how they are going to solve them.

Robert A. Lutz, chairman of Ford of Europe, and Vittorio Ghidella, managing director of Fiat Auto, have admitted it. What no one outside the dynamic duo's immediate entourage knows are the specifics.

Even sources who would normally be indiscreet have their mouths shut on this one. The stance has inevitably led to intense speculation right across Europe.

One thing seems certain: The two companies are not talking about nuts and bolts. The belief is that what is being discussed is so serious, so high level that it could alter the face of the European industry.

Given the significant problems faced by both companies—both specific to them and general to the industry as a whole—radical developments are expected. A Ford executive suggests some sort of declaration of intent within three months, which would tie in with Lutz's timetable for implementing large-scale personnel reductions at Ford of Europe.

• Company spokesmen say nothing is being ruled out of the discussions. That alone could point toward mutual shareholdings, joint companies, collaboration on whole cars and certain high-cost components, shared manufacturing and joint marketing.

It seems fair to assume that they involve passenger cars, however. This is where the key problems exist, even if Ford and Fiat do share interests in trucks and telecommunications.

On the passenger-car front, all volume makers are faced with a serious overcapacity problem, identified by Lutz at about 2.6 million units. Aligning output to demand, while trying to maintain profits, will mean scaling back on employment.

In European countries, any such moves have substantial political and social repercussions.

At the same time, the Europeans are watching the latest moves by the Japanese auto makers, who have about 10 percent of European sales. Because of various trade restrictions, that share seems unlikely to alter significantly.

The Japanese companies, therefore, are moving into assembly and manufacture in Europe, making alliances with weaker companies (Honda and Austin Rover,

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Japan's role due to grow at expense of Big Three

By Michelle Krebs
Financial Editor

Japanese auto makers will supply a third of the world's passenger cars and a third of North America's demand by the turn of the decade, according to the latest Automotive News World Outlook.

The Japanese companies will sell 3 million cars in North America by 1991, causing the Big Three auto makers to suffer erosion of position on their home turf, the quarterly service of Data Resources, Inc. (DRI) and Automotive News shows.

The Japanese companies presently supply just under a quarter of the world's passenger-car demand and about a fifth of North America's.

Squeezed by flat domestic demand and hikes in Japanese sales over the next years, the Big Three will see sales drop by one million units per year, said John Hammond, DRI's U.S.-based economist.

"To maintain enough profits for the capital investments needed to be world-class manufacturers, they will have to continue to lower costs as well as emphasize other markets worldwide," he said.

The course for North American car production will be bumpy throughout the decade. Production will dip below 8.3 million units in 1987 and close out the decade at 8.8 million units, virtually no higher than production forecasted for this year, the World Outlook shows.

• At the same time, Japanese domestic production will enjoy steady, yearly increases, rising by 15 percent—or one million units —by 1990 to 8.2 million units.

In addition, the Japanese companies will spread production throughout the world. By 1990, one million units will be built in the U.S.

They also will add at least 300,000 units of production capacity in Europe, bringing the total to 1.2 million units annually, based on already announced plans.

Throughout the rest of the world, including Australia. South Africa, Mexico and Taiwan, the Japanese manufacturers will produce 1.1 million cars a year.

On the sales side, U.S. passen-

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'86½ Fiero GT

Jim Dunne

To debut sans turbo

A restyled GT version of the 1986½ Fiero runs the test track. Earlier versions of the car were tested with a long-awaited turbocharged V-6 engine, but insiders say an overheating problem will mean the high-output power plant will have to wait until the 1987 model year. Fiero's hang-on skin panels make it easy to restyle the car. This is the third new body style in three years.

Austin Rover plans for U. S. unveiled

By John A. Russell, Dan McCosh and Anne Hope
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Austin Rover, Ltd., has named Norman Braman, well known Florida auto dealer and owner of the Philadelphia Eagles football team, U.S. distributor for the car it will begin selling in the U.S. in 1987. The operation will be headed by the former director of product planning for Volkswagen of America.

Automotive News learned Raymond Ketchledge has left VWoA to become president of Austin Rover of North America, based in the Miami area.

The new firm will import Austin Rover's version of the car it is building jointly with Honda.

The car, codenamed XX by Austin Rover, probably will be called Vitesse, not Rover, in the U.S., according to European sources. It is a name already used for the sporty, top-of-the-line Rover in Europe.

Austin Rover is planning to make a major announcement in New York next week, detailing its U.S. plans.

Calls to Braman and the manufacturer were not returned.

However, Automotive News did confirm Braman was named distributor and that a Miami-area company has been established under the title of Austin Rover of North America.

Braman hit the headlines last year in the controversy over the Porsche distribution plan that would have eliminated the franchised dealer. He was vice chairman of the Porsche Dealer Action Committee and took an active role in stopping Porsche from implementing the plan.

Two years ago, Braman's Honda dealership was in the news after a lawsuit was filed alleging the dea-

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breaking news

Fiat leads in Europe for first quarter

LONDON.—Provisional registration statistics put Fiat Auto in the sales lead in the Europe at the end of the first quarter. Fiat had 12.9 percent, followed by Ford and General Motors, 12.2 percent each; Volswagen-Audi, 12.1 percent; Peugeot, 11.7 percent, and Renault, 11.0 percent. Total sales were 2.74 million, down 4.8 percent from last year.

New quota gives GM, Chrysler more imports

WASHINGTON.—Japanese affiliates of U.S. auto makers will receive 310,000 of of the 450,000 added imports coming to the U.S. under new quota guidelines by the Japanese Ministry of International Trade and Industry (MITI). According to high

See BREAKING NEWS, Page 8, Col. 1

NEWSPAPER

Hahn to be keynoter at World Congress

Carl H. Hahn, chairman of Volkswagenwerk AG, will deliver the keynote address, The State of the Industry—A European View, at the 10th annual Automotive News World Congress in Detroit.

The 10th anniversary of the World Congress will mark the first time the keynote address is delivered by an overseas auto executive.

Carl H. Hahn

Automotive News Week will be observed in Detroit Aug. 25-29, with the World Congress in session Aug. 25-28 at the Westin Hotel in the Renaissance Center and the fourth annual Automotive News World Expo taking place Aug. 27-29 at nearby Cobo Hall.

In presenting a European view of the state of the auto industry as World Congress keynoter, it is expected that Hahn will draw on his wide international management experience and knowledge of the European economy.

Hahn has been chairman of Volkswagenwerk since 1981 Previously, he served as vice president and general manager and then executive vice president of Volkswagen of America before returning to Germany to assume responsibility for VW sales and service throughout the world.

Hahn received his doctorate from the University of Bern where he specialized in problems relating to the economic unification of Europe.

During the four-day World Congress, participants will have the opportunity to share ideas with 34 top-level industry leaders and observers who will deliver presentations. General sessions and seminars will cover the concerns of manufacturers, suppliers and dealers.

Global trends and government regulations will be addressed at the World Congress, as well as a wide range of automotive subjects including research, design, engineering, sales and service.

World Congress attendees in past years have included executives involved in managing, planning, designing, engineering, manufacturing and retailing in the automotive and related fields.

These, as well as purchasing executives, will be drawn to World

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Car sales plunge, new products not ready, Renault commitment in question

AMC struggles to survive as troubles mount

By Richard Johnson
Detroit Reporter

News Analysis

A day of reckoning may be at hand for American Motors, with nothing less than the company's survival at stake.

AMC's fate is apparently hanging in the balance as its French partner Renault—under new management—reevaluates its commitment to auto production in North America.

At last week's annual shareholders' meeting, AMC officials went out of their way to dispel talk that Renault is about to pull the plug on its North American ally. Indeed, AMC President and Chief Executive Officer Jose Dedeurwaerder produced a letter from Renault's new chairman, Georges Besse, pledging continued support for AMC.

Yet, doubts about Renault's long-term involvement persist, what with losses of $1.35 billion last year for the French auto maker and political considerations in France that could make a North American pullout altogether expedient.

Renault is scrutinizing its worldwide operations and most observers agree that changes of some kind are in the offing for North America. AMC, the company's most visible North American presence, earned $15.5 million last year after dropping $146.7 million in 1983 (despite earning $111 million in asset sales), and losing $154 million in 1982.

After five consecutive profitable quarters, AMC has reported a $29 million loss for the first three months of 1985. Two weeks ago, the company announced across-the-board department budget cuts of 25 percent.

Meanwhile, the man who last fall was handed the task of developing and coordinating Renault's North American strategy, AMC Chairman Paul Tippett, stepped down last week as a full-time employe of AMC.

Conditions at AMC and Renault have given rise to lots of speculation. There is talk that AMC might sell its profitable Jeep operation, abandon the subcompact passenger-car segment or even get out of the passenger-car business altogether.

There are occasional rumors of a partnership with Volkswagen of America or, perhaps, absorption by one of the Big Three U.S. auto makers.

It's been hinted that AMC will close its Kenosha (Wis.) manufacturing operations no matter what contract concessions are granted this year by the UAW in Wisconsin, and there are some doubts about whether the company's new Canadian passenger-car plant will ever be built. Word has even circulated that Dedeurwaerder may be on his way out.

AMC is caught in a squeeze that threatens to drain the lifeblood from the company. While AMC undergoes an agonizing wait for new products, sales of its main passenger-car entries, the Alliance and Encore subcompacts, have fallen drastically in recent months.

At the same time, AMC is beset with serious labor problems at its Toledo Jeep plant while it seeks to bring labor costs at Kenosha in line with those at other U.S. auto manufacturing plants.

More than six years and almost $550 million into its AMC partnership, there are reports from across the Atlantic that Renault is losing patience.

But if the AMC-Renault union has not exactly lived up to its promise, some observers blame Renault for not doing its part in the product realm.

Officials of both companies ballyhoo the fact that Renault has become the biggest-selling European brand name in the U.S.

But while sales of the U.S.-built Alliance and Encore boost the nameplate here, Renault continues as a relatively minor importer. U.S. sales of Renault's 18i and Fuego models totaled just over 12,000 in 1984.

"The bulk of the European auto

Please turn to Page 49, Col. 3

Joe Wissens

Deluged by a flood of questions

Reporters surrounded AMC President Jose J. Dedeurwaerder, left, and AMC Chairman Paul Tippett after last week's annual shareholders' meeting. Dedeurwaerder reiterated the commitment of AMC's French partner, Renault, to AMC and the North American market. Tippett announced he was stepping down as a full-time employe of AMC.

Will remain as chairman, but not as full-time employe

Tippett gives up his job at AMC

By Michelle Krebs
Financial Editor

SOUTHFIELD, Mich.—American Motors Chairman Paul Tippett stepped down as a full-time employe of the auto company, telling shareholders at last week's annual meeting he saw no need for a full-time chairman and a full-time chief executive officer.

"I approached the board with the idea, and the board felt it was the right idea and the right time to do it," Tippett said. He will remain as chairman and a director, though he will not be involved with the day-to-day operations of the company.

"I think we've got to set an example at the top of the company at a time when we're trying to get lean and mean," he said, referring to AMC's intentions to cut 25 percent of its costs. "In my opinion, we didn't need a full-time chairman and a full-time chief executive."

Chairman since September, 1982, Tippett had been chief executive officer until last September when the title went to AMC President Jose J. Dedeurwaerder.

Tippett said his salary, which amounted to $360,000 in 1984, will be cut to whatever the board recommends.

As for AMC's $29-million loss in the first quarter of 1985 and subsequent cost-cutting moves, Tippett told shareholders it is "nothing to get hysterical about."

AMC's $29-million loss, or 29 cents per share, compared with a profit of $5.1 million, or 3 cents per share, in the first quarter last year. Sales in the first quarter of 1985 dropped to $919 million from last year's $1.1 billion. Total worldwide sales were also down, slipping to 89,010 cars and Jeeps from 113,487 last year.

A market shift away from small cars to larger cars, of which AMC has none to offer, was blamed for the loss. Jeep sales were up.

"If anything, our loss in the first quarter only underscores the importance of broadening our market coverage and reducing our vulnerability to drastic swings in the high-volume subcompact car market," Dedeurwaerder said.

"Our plan for reducing that vulnernability is on schedule but won't be complete until 1987, when we launch a new line of intermediate-size passenger cars," he said.

Shareholders approved a proposal that finalizes the financing for the $675 million plant in Brampton, Ont., where the intermediate-size cars will be produced.

Pete Fob, representing UAW Local 72 at AMC-Renault's Alliance/Encore plant in Kenosha, Wis., objected to the proposal, saying Local 72's membership could launch the car at a third of

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Company earns $507 million for quarter

Chrysler now a taxpayer; net dips

By Michelle Krebs
Financial Editor

Chrysler Corp. reported its best-ever quarter for sales and pre-tax earnings.

Net income for the first three months of 1985 amounted to $507.6 million, or $4.18 per share, compared with $705.8 million, or $5.64 per share, in the first quarter of 1984. Pre-tax earnings totaled $725.1 million, up from $706.2 million a year ago.

Sales were up 10 percent from last year's first quarter at $5.4 billion from $4.9 billion, setting a new record for sales in any quarter. The previous record was the fourth quarter of 1984 at $5.3 billion in sales.

Even though Chrysler resumed paying taxes, which amounted to $217.5 million in the first quarter, it was the company's second best first quarter for net income.

Chrysler entered 1985 with no more tax loss carryforwards from its years of no profits. The company rejoined the ranks of corporate taxpayers in the fourth quarter of 1984.

Factory sales for the first quarter were 547,047 cars and trucks, up 6 percent from 516,672 for the same period in 1984.

North American market share for the combined retail car and truck market rose to 13.2 percent from 11.4 percent in 1984's first quarter.

Chrysler Chairman Lee Iacocca said profits would have been $30 million to $40 million higher if the company had not been offering incentives, including 8.8-percent financing, on some models. However, he said incentives were necessary for softer segments of the market.

Iacocca added that some incentives may be continued though no decision has been made yet.

"After a great year last year, we're actually off to an even better start in 1985," Iacocca said at a press conference to announce the financial results.

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Ford earnings drop 13 pct. on peak sales

By Michelle Krebs
Financial Editor

Ford Motor Co. reported a 13-percent drop in profits for the first quarter of 1985 on record first-quarter sales.

Net income was $783 million, or $4.20 per share, compared with $897 million, or $4.90 per share last year, which was Ford's best first quarter. Ford's best quarter for earnings was the second quarter of 1984 with $909 million.

The company attributed the earnings drop to higher taxes paid.

Pre-tax earnings hit a new record of $1.3 billion, up $18 million from a year ago, and despite the lower net earnings, the first quarter of 1985 proved to be the next-best first quarter in Ford's history.

Sales were up 2 percent at $13.2 billion, surpassing the former first-quarter record of $13.0 billion set last year. Ford's best-ever quarter was $14.1 billion in the second quarter last year.

Factory sales for the first quar-

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60th year—No. 5072

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GM sales set record but profit dips 34 pct.

By Michelle Krebs
Financial Editor

General Motors reported a 34-percent decline in earnings for the first quarter of 1985 though sales in the quarter were the corporation's highest in history.

Net income for the quarter was $1.07 billion, or $3.26 per share, down from $1.61 billion, or $5.11 per share, a year ago. The first quarter of 1984 was GM's best-ever quarter and, despite the earnings decline, the first quarter of 1985 was GM's next-best first quarter.

Sales hit an alltime record $24.18 billion, up 6 percent from $22.89 billion in 1984's first quarter. Worldwide factory sales increased 3 percent to 2,382,000 units.

GM's profit margin declined to 4.4 percent from 7.1 percent a year ago, and income from nonconsolidated affiliates, primarily General Motors Acceptance Corp., was down about one percent from 1984 at $221 million.

Earnings for Electronic Data Systems Corp., acquired by GM last fall, amounted to $38 million, or $1.26 per share.

GM Chairman Roger B. Smith and President F. James McDonald said the financial results were adversely effected by "advanced engineering cost pressures associated with new products and plants—pressures that began last year and extended into the first quarter."

"The costs related to the 'front loading' of design and engineering for future model programs and costs related to the accelerated training of employes for new technologies and new plants are investments in the future which should yield substantial returns," they said.

They reaffirmed the company's intentions to proceed with the ongoing reorganization and major investments needed to integrate modern technology into its design and manufacturing process.

Smith and McDonald said U.S. industry is still on track for a year of more than 15 million car and truck sales.

Inquiry on warranty, leakage is too broad, company says

AMC seeks to quash FTC probe

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—American Motors has asked the FTC to end its broad investigation into whether the company failed to honor its auto warranties or, in the alternative, to limit the scope to alleged engine oil and automatic tranmission fluid leaks in 1983 and 1984 Alliance and Encore models.

AMC's motion to quash the FTC's civil investigative demands (CIDs) claims the questions are vague and too broad and the time for answers is far too short.

The CIDs were served on AMC President Jose J. Dedeurwaerder on March 11 with an April 1 return date.

FTC's purpose is to discover whether AMC has violated Section 5 of the FTC Act or the Magnuson-Moss Warranty Act by any practice relating to warranty issuance or performance.

AMC's lawyers said the FTC started its non-public investigation in response to consumer complaints about oil and transmission fluid leaks in 1983 and 1984 Alliances. AMC said that in answer to a letter from FTC in March, 1984, the company produced more than 4,000 pages of information in June, 1984, and filed even more data in August and October of that year.

Now, said AMC's lawyers, the FTC has illegally broadened its investigation to cover whether AMC "ever" violated Section 5 of the FTC Act "in any fashion."

In any case, they added, 20 days is not enough time to go through "nearly every piece of paper or data base" related in any way to any AMC warranty. They said that to answer just one question for warranty or service contracts for the Alliance or Encore since July 1, 1982, means reviewing hundreds of thousands of pages of reports.

Not only may this be burdensome and costly, but it may mean unfavorable publicity for the smallest company in an "intensely competitive" industry.

AMC feels the results "will harm the domestic auto industry, competition in the auto industry as a whole and, ultimately, the American consumer"—especially since AMC has shown that engine oil leakage in those 1983 Renault cars is not a problem and any problem that may have existed for transmission fluid leaks has been solved.

"Engine oil leaks and automatic transmission fluid leaks on the 1985 Alliance and Encore vehicles are virtually nonexistent," AMC said.

In explaining why the FTC probe will be "extremely disruptive" to AMC and harm the industry and consumers, the AMC memo mentioned the recent plight of the U.S. industry with special focus on AMC.

It said that bad publicity may mislead the public into thinking the Alliance and the Encore are not reliable cars and may even jeopardize the reception of future AMC products.

In addition, AMC said, the public could be hurt by "further erosion" in the domestic industry and even by using public money to pursue a probe that is "unnecessary in the first instance."

AMC maintained that if FTC refuses to quash its CIDs, its questions should be limited to alleged leaking fluid in 1983 and 1984 Alliances and Encores, but FTC should not go on a "fishing expedition" into all AMC/Jeep/Renault vehicles dating back to 1980 models.

Besides, the lawyers added, some of the data requested by FTC consists of "privileged documents" which AMC wants to protect.

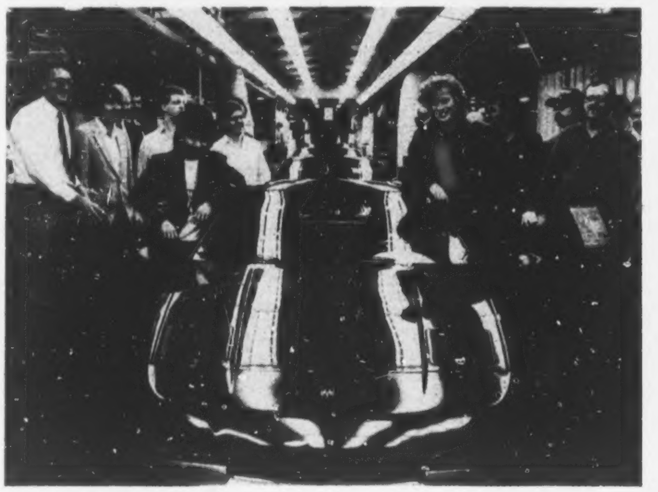
AMC even objected to definitions of AMC, Renault, AMC employe, the word "identify" and such phrases as "Alliance/Encore oil leakage" and "Alliance/Encore transmission leakage."

AMC further objected to FTC's "instructions" and "specifications." And to cap it all, AMC wants to be reimbursed if it has to comply with all the FTC civil investigative demands.

DOMESTIC SALES

	Apr. 11-20, 1985	Apr. 11-20, 1984
Renault		
Alliance-Encore	3,200*	4,765*
AMC	225*	500*
AMERICAN MTRS.	3,425	5,265*
Chrysler	10,642	9,122
Plymouth	11,619	8,729
Dodge	14,471	10,402
CHRYSLER CORP.	36,732	28,253
Ford	50,574	31,205
Mercury	19,836	15,191
Lincoln	4,226	3,495
FORD MOTOR CO.	74,636	49,891
Buick	29,801	27,290
Cadillac	8,955	10,138
Chevrolet	54,890	48,728
Oldsmobile	39,804	36,331
Pontiac	30,584	21,256
GENERAL MTRS.	164,034	143,743
VOLKSWAGEN	2,133	1,915
HONDA	3,530	3,089
U.S. INDUSTRY TOTAL	284,490	232,156

*Estimate.



Hall and Oates on tour

Pontiac General Manager Mike Losh opens the door of a Pontiac Fiero for John Oates. To the right of the car is Daryl Hall, the other member of the pop duo Hall and Oates. The singers toured the General Motors plant in Pontiac when they were in Detroit to give a concert.

breaking news

Continued from Page 1

government sources here, the increase will go to Isuzu and Suzuki, which supply General Motors, and Mitsubishi, which has been asked by Chrysler Corp. to supply it with 200,000 more cars than it now gets annually.

Coalition formed to seek CAFE reduction

WASHINGTON.—AutoChoice, a coalition of General Motors, Ford Motor Co., NADA and the Recreation Vehicle Industry Assn., is expected to be announced this week to promote a reduction in CAFE from 27.5 MPG to 26 MPG, for which both GM and Ford have petitioned NHTSA. A Washington firm, E. Bruce Harrison, has been hired, apparently only for public relations, not for lobbying.

Americar chief indicted on rollback charges

ALEXANDRIA, Va.—Richard J. Gillis, past president of American Car Rental Assn., an industry association, was indicted in federal court here last week on charges of tampering with the odometers of 178 cars sold by Americar Car Rental Assn., a Washington D.C.-based firm. He is president of the company. The Virginia attorney general also filed a $290,000 suit against Americar on behalf of consumers. The suit is said to be one of the largest ever for odometer tampering.

Conferees to meet on business vehicles

WASHINGTON.—House and Senate conferees are expected this week to try to reconcile legislation that would repeal record-keeping rules for business vehicles. (Earlier story on Page 32.)

Total is 284,490, highest since 1978

Mid-April car sales jump 22 pct.

By Edward Lapham
Marketing Editor

Boom!

That was the sound of the six major domestic auto makers exploding into the spring selling season with a 22.5 percent mid-April sales increase.

Aided by a host of small-car interest-rate incentives and unseasonably warm weather throughout much of the country, the industry reported total sales of 284,490.

That compared with 232,156 units sold in the same period last year. There were nine selling days in the period this year and last.

The total was the third highest for the April 11-20 period, behind 296,621 in 1978 and 289,519 in 1977.

It brought the year-to-date total to 2,547,792, up 4.5 percent from 2,437,160 sold through the same date last year.

"The industry is absolutely on fire," said auto analyst Art Davis of Prescott, Ball & Turben. "I think the public is excited about Detroit's offerings for the first time."

Davis, who put the annualized selling rate for the period at 11.6 million units including imports, said he believes there is still a backlog of demand that will carry into next year.

"It's not just the small cars with the financing incentives," he said. "The whole line is selling. It looks like the industry will build out the model year at maximum capacity."

The sales surge was indeed widespread, with only the Cadillac, Renault and AMC marketing units reporting year-to-year downturns.

Ford Division's 62.1 percent increase to 50,574 units was the biggest gain and paced Ford Motor Co. to a 49.6 percent increase, best among the six major U.S. producers.

Chrysler Corp. posted a 30 percent increase during the period with sales of 36,732 U.S.-built car sales of 36,732.

Sales of U.S.-built Hondas increased 14.3 percent to 3,530 units from 3,089 units in mid-April last year.

GM's domestic-built sales total for the period was 164,034, up 14.1 percent from last year. The GM corporate total was bolstered by a 43.9 percent increase in Pontiac sales. Chevrolet sales in the April 11-20 period were up 12.6 percent.

Volkswagen sales in the period rose 11.4 percent to 2,133 units, despite low stock levels in GTI models.

Corporate market shares, within the domestic segment, shifted accordingly. Ford's share rose nearly five points to 26.24 percent from 21.49 percent. Chrysler's share rose to 12.91 percent from 12.17 percent in the corresponding 1984 period.

Meanwhile, GM's market-dominating share fell to 57.66 percent from 61.92 percent; AMC's penetration declined to 1.20 percent from 2.27 percent; VW's share dropped to 0.75 percent from 0.82 percent, and Honda's slipped to 1.24 percent from 1.33 percent

The top selling nameplates in mid-April were Chevrolet Cavalier with 20,158 retail deliveries, Ford Tempo with 13,234 sales, Oldsmobile Ciera with 11,977, Chevrolet Celebrity with 10,569 and Ford Escort with 10,530 sales.

Some Chrysler incentives to continue; new ones eyed

By Michelle Krebs
Financial Editor

Chrysler Corp. Chairman Lee Iacocca said last week that the company will continue some sales incentive programs beyond their April 30 expiration dates and may add incentives on other models.

"We're going to continue some of these programs—not all of them—for a while because the market is softening in some spots," he said.

"We have no plans to continue the 8.8-percent financing, but we may," he added.

Free automatic transmissions in the L-body Dodge Omni and Plymouth Horizon models will definitely continue, Iacocca said.

However, he said, other incentives on the small cars have worked so well and dropped inventory levels to such an extent that incentives on smaller cars probably will be allowed to expire.

For example, Chrysler has reduced inventories on the L-body models from a 130-day supply when the incentives started to 25 days. Sales of the Omni/Horizon models were up 44 percent in the first quarter.

"We might be having incentives on some of the bigger cars," Iacocca said.

He said the five-year, 50,000-mile warranty program also will continue.

During the first quarter, Chrysler launched 8.8-percent annual-percentage-rate retail financing on its slower-selling, smaller models.

Covered are the Dodge Omni, Charger and Daytona, Plymouth Horizon and Turismo and Chrysler Laser lines.

The 8.8-percent financing and other sales programs for Plymouth Reliant and Dodge Aries and trucks are due to expire April 30.

Chrysler also launched a Thank You America campaign in the first quarter. Under the program, purchasers of 1979 through 1984 Chrysler Corp. vehicles received a $500 certificate toward the purchase or lease of any new 1985 Chrysler vehicle built in North America and delivered by June 6.

Iacocca said the campaign has been a success.

1985½ Escorts, Lynxes recalled

DEARBORN.—Ford Motor Co. is recalling 2,000 Escorts and Lynxes built in mid-1985 to eliminate throttle-lever interference that could cause the throttle to stick in a nearly wide-open position.

Cars with 1.9-liter engines and air conditioning are affected. Ford said it knows of no related accidents or injuries. It said it discovered the problem during testing at assembly plants.

The cars are not scheduled to be introduced until May 2, but dealers were allowed to sell them before formal introduction. In addition to the 2,000 being recalled for inspection, Ford said another 8,000 in dealer stocks also will be inspected.